

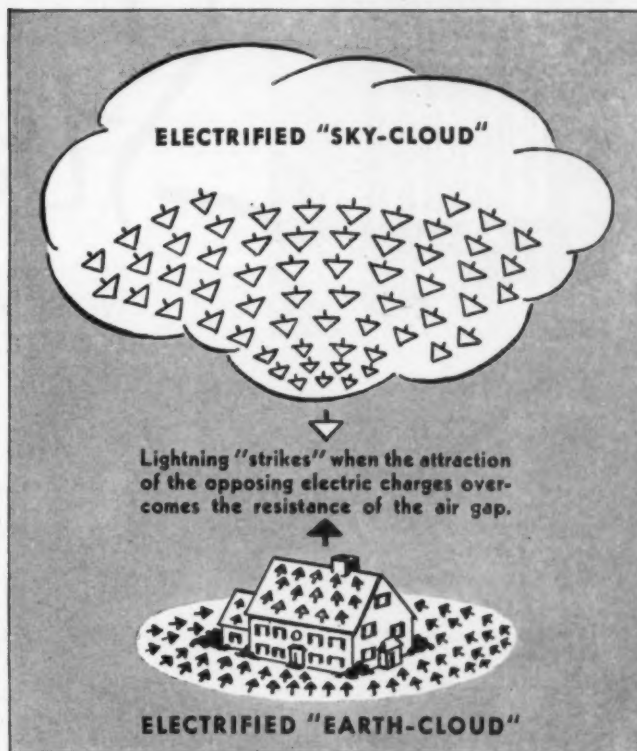
The NATIONAL UNDERWRITER

Lightning "Do's" and "Dont's"

One hundred million volts flashing between cloud and earth no longer represent one of Nature's destructive mysteries. Today the rules lightning follows are known and serious damage is usually restricted to unprotected objects . . . and occasionally people.

Lightning protection for buildings requires provision of adequate metallic means to channel the discharge instead of leaving it to fight its way through non-conductors like wood, brick, tile and concrete. Successful application of this principle has involved much engineering study . . . to which the fire insurance industry has contributed.

For personal protection, remain indoors during a thunderstorm, away from fireplaces, telephones and screened windows.



If caught outdoors, take shelter in a ground depression or grove of trees. Avoid isolated trees, wire fences, hilltops and open spaces.

Lightning takes a yearly toll of 400 lives and about \$20,000,000 property damage, according to the National Fire Protection Association, whose "Code for Protection against Lightning" has long been standard. Among its members this 50-year-old technical and educational organization numbers scores of fire insurance groups, eager to support all well-planned efforts toward a safer American way of life.

A Comprehensive  Reinsurance Service

Casualty and Bonding Lines

**GENERAL REINSURANCE
CORPORATION**

Fire and Allied Lines

**NORTH STAR REINSURANCE
CORPORATION**

90 John Street, New York 7 • 200 Bush Street, San Francisco 4

THURSDAY, APRIL 25, 1946



Strength

UNITED STATES RESOURCES AS OF DECEMBER 31, 1945

Year Estab- lished		ADMITTED ASSETS	LIABILITIES	CAPITAL	SURPLUS TO POLICYHOLDERS (Includes Capital)	
					Annual Statement Basis	Market Values Dec. 31, 1945
1896	American & Foreign Insurance Company . . .	\$ 9,860,261	\$ 3,745,414	\$1,500,000	\$ 6,114,847	\$ 6,381,194
1863	The British & Foreign Marine Ins. Co., Ltd.† . .	6,338,387	3,140,664	500,000	3,197,723	3,428,515
1911	Capital Fire Insurance Company of California . .	2,965,027	889,957	1,000,000	2,075,070	2,218,723
1922	Eagle Indemnity Company	14,874,297	10,154,571	1,000,000	4,719,726	5,286,606
1908	Federal Union Insurance Company	4,539,076	2,042,117	1,000,000	2,496,959	2,646,151
1911	Globe Indemnity Company	55,780,079	30,690,537	2,500,000	25,089,542	27,606,103
1836	The Liverpool & London & Globe Ins. Co. Ltd.† .	24,837,202	15,835,556	500,000	9,001,646	9,921,045
1811	The Newark Fire Insurance Company	14,063,222	6,679,101	2,000,000	7,384,121	7,907,479
1891	Queen Insurance Company of America	32,038,885	17,178,043	5,000,000	14,860,842	16,066,044
1910	Royal Indemnity Company	51,001,959	30,511,857	2,500,000	20,490,102	22,998,668
1845	Royal Insurance Company, Ltd.†	28,995,492	17,025,596	500,000	11,969,896	12,934,131
1924	The Seaboard Insurance Company	2,134,044	777,188	600,000	1,356,856	1,458,891
1896	Star Insurance Company of America	8,398,559	4,700,354	1,000,000	3,698,206	3,999,229
1860	Thames & Mersey Marine Insurance Co., Ltd.† .	3,857,992	1,880,472	500,000	1,977,520	2,092,412

† United States Branch. The amount shown under "Capital" is the statutory deposit required to transact business in the U. S. A.

Admitted Assets of All Companies include securities deposited as required by law.

ROYAL-LIVERPOOL GROUP

ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK 8, N. Y.

Eastern Loss Group Adopts Temporary Plan on 10% Option

Applies to Extension of Coverage on or Off the Premises

NEW YORK—The Eastern Loss Executives Conference has adopted a temporary agreement of guiding principles for use in cases where there is overlapping of fire coverages due to the 10% optional extension of coverage. While there may be changes in the agreement when it is eventually adopted in permanent form it is being put into effect at once to expedite adjustments for the benefit of insureds where these overlaps exist.

Permanent agreements of guiding principles for fire-inland, inland-inland, and inland-casualty overlapping coverages were promulgated last year.

As respects on-premises overlaps, the 10% optional extension will be treated as excess insurance when property is specifically insured in the name of the same policyholder. Examples of this would be specific insurance on appurtenant private structures, such as a garage, specific insurance on rental value, and specific insurance on betterments and improvements.

"Building Equipment and Fixtures" Item

Also applying to on-premises situations, when the owner of a dwelling is the occupant, the "building equipment and fixtures" of item 1 in the dwelling and contents form will include all apparatus and fixtures for heating, lighting, cooking and refrigeration; also, whether in position or stored in the dwelling or appurtenant private structure or elsewhere on the premises, storm doors, storm sash, shades, blinds, wire screens, screen doors, awnings and fuel. All other items of equipment in the nature of personal property, pertaining to the service of the premises, are to be covered under household and personal property item 2. The latter would include such contents items as lawn mowers, garden hose, portable heaters and grills.

As to off-premises overlapping coverage, insurance in the name of the same policyholder on household and personal property (not in the custody of a bailee) described and insured under item 2 of the dwelling and contents form covering at another location will take precedence over the 10% optional extension. An example of this would be a fire policy covering property of a student at a college location or covering the insured's property at a country club.

Property in Custodian's Care

Insurance on property effected by a custodian covering on property owned by or belonging to others will be deemed to insure independently of the coverage available under the 10% optional extension to the same extent as if no other insurance effected by the owner under "off premises" household contents insurance existed. However, nothing in the agreement affects the right of action accruing under subrogation against the bailee.

Examples of this type of situation would be where a policy is issued to an employer covering clothing of an employee;

(CONTINUED ON PAGE 28)

Fire and Casualty Conference at Ohio State University

COLUMBUS—Sponsored by the college of commerce and administration of Ohio State University, the Ohio Association of Insurance Agents and the Insurance Board of Columbus, the second annual fire and casualty insurance conference was held Monday at the university with Prof. J. Wayne Ley in charge.

Speakers included Robert O. Young, manager Cleveland service office of North America; J. Gordon Davis, Chicago, manager loss research division, Federation of Mutual Fire Insurance Companies; James C. O'Connor, editor Fire, Casualty & Surety Bulletins of THE NATIONAL UNDERWRITER; Dr. Harry J. Loman, dean, American Institute for Property & Liability Underwriters; Allen C. Guy, Columbus, regional supervisor of Western Adjustment; Harry T. Minister, McElroy-Minister Agencies, Columbus; W. Y. Armstrong, American Appraisal Co., Cleveland, and Frank W. Potter, field supervisor of Aetna Casualty, who spoke at the dinner.

Bowers and Weidler Preside

Dr. E. L. Bowers of the university presided at the afternoon session, and Walter D. Weidler, dean of the college of commerce and administration, was toastmaster at the dinner.

Messrs. Guy, Minister and Armstrong conducted a roundtable on insurance values, valuation, depreciation, etc. Mr. Young talked on "Business Interruption Coverages;" Mr. Davis on "Loss Adjustments;" Mr. O'Connor on "Trends in Casualty Coverages;" Dr. Loman on "Education for Insurance," and Mr. Potter on "Sales Methods at Work." Greetings were given by Dr. Bland L. Stradley, vice-president of Ohio State University.

Insurable Values Important

Mr. Guy said that under present conditions insurable values and depreciation in relation to insurance coverage are more important than ever before. The question is: How can any one know the proper indemnity to expect under the ever-changing scale of costs as it applies to replacement of property? Mr. Guy said the insured should call upon his insurance agent as he would his doctor or lawyer, so that he may be properly advised as to his rights under his contract.

"Replacement cost is always the key to the establishment of insurable values. After replacement cost is determined we then have a deduction for depreciation. The remaining amount after this deduction is insurable value," Mr. Guy said.

Mr. Guy told of the difficulties experienced in setting a fair rate of depreciation in a given case, and asserted that the prevailing experience of adjusters under present day values is that under-insurance seems to be the rule rather than the exception. He also said that many embarrassing situations arise in connection with the coinsurance and other limiting clauses.

"A very serious duty devolves upon the producer and the underwriter properly to advise and counsel with the insured to increase coverages in the light of present day costs of replacement," he asserted.

Young Would Bury "U. & O."

Mr. Young expressed the hope that the new form of insurance, business interruption, would bury forever that now archaic and long misunderstood term of the past, U. & O. Almost every insurable need, he asserted, falls into one of the three broad insurance classifications,

NAIC June Program Being Completed

Financial arrangements for the June meeting of the National Association of Insurance Commissioners have been completed and plans are being made for the largest turn out in the association's history, according to W. C. Schuppel, Standard of Oregon, chairman of the finance committee. The general convention committee has held several meetings in Portland and Ferry Smith has reported adequate arrangements in housing for the turn out expected. Headquarters will be at the Multnomah hotel. All committee meetings will be held at the Multnomah.

George W. Haerle, Portland agent, and Commissioner Seth B. Thompson, in general charge of the convention,



GEORGE W. HAERLE

have announced that business and entertainment schedules are practically completed.

Julius E. Finke, Mrs. Helen Asher, and Miss Esther Brown, in charge of entertainment, are planning to show visitors from all parts of the United States Oregon's gorgeous scenery. If luggage space is to be limited, visitors are requested to bring sport clothing rather than formal wear.

Charles A. Tomassene has arranged automobiles and drivers for those wishing to play golf and visit resorts near Portland. George F. Newlands is arranging a golf tournament for the commissioners. E. A. Wride is in charge of the stenographic committee.

Others currently working on convention plans are F. A. Tatum, registration; Aubrey Hendricks, banquet and food; Fred M. Gatter, program and printing; Roy F. Owen, press.

Complete arrangements for the June meeting will be announced within the near future.

loss or damage to physical property, liability to third person, loss of the use and/or occupancy of a property for a period of time. Of these three, he said, not the least important is the third classification. He spoke particularly of the rules and forms in Ohio but expressed the opinion that uniformity gradually is being established, and that the Ohio forms are probably the standard to which "this desired uniformity will be attuned."

He said it is well to "remember that the time of loss paid for is not limited by the expiration of the policy; if a loss occurs on the last day of the policy the payments may go on for an indefinite period."

(CONTINUED ON PAGE 28)

Contingency Reserve Plan to Be Weighed

Commissioners to Discuss Idea of Extending New N. Y. Requirement

A special session of the sub-committee of the National Association of Insurance Commissioners committee on valuation of securities will be held at the New York City office of the New York department May 15 continuing through May 16, if necessary.

The matters to be considered include the investment by life insurance companies in oil debentures; a proposal for valuation by formula of preferred stocks held by life insurance companies; in view of present market conditions, the sub-committee will explore a proposal that a contingency reserve against depreciation in the market value of stocks held by all insurers be recommended for adoption by the individual states.

Superintendent Dineen states that the meeting will be in the nature of a forum for discussion of a proposed formula reserve to be prescribed as a protection against possible depreciation in the market value of stocks.

This reserve, to be required by the New York department on Dec 31, 1946, statements of all insurers will be computed by applying a specified percentage to the association market value of all stocks owned, to be carried in each statement as a "special reserve for possible losses due to fluctuations in the value of investments."

Acts Under N. Y. Law

Under a section of the law in force for some years the New York superintendent is empowered to require special reserves on various classes of assets. Until now it has not been deemed necessary to require a special reserve against stock-value fluctuations.

Prior to 1945 the companies could set up a reserve against such fluctuations and show it as a liability. However, the National Association of Insurance Commissioners wanted to be able to compare company surpluses and these surpluses would not be comparable if one company were carrying a special reserve for stock fluctuations and another were not. Hence, for 1945 statements, the companies were required to show these reserves as items of surplus which meant they were included in surplus to policyholders.

Reductions in Surplus

Many companies objected to this because they didn't want their surplus to policyholders to show wide fluctuations. They appealed to Superintendent Dineen for relief but there was nothing he could do without going counter to the N.A.I.C. However, he agreed that reserves should be carried as a liability item and felt all companies should carry such reserves. Since required reserves are carried as liabilities, his ruling will mean that security fluctuation reserves, to the extent required by the department's formula, will be carried as liabilities.

One effect of this will be to cause many companies to show reduction in surplus to policyholders in their 1946

(CONTINUED ON PAGE 32)

1948 Is Earliest Date for Uniform Accounting: Dineen

Assures Accountants Cooperation and Conferences Will Precede Final Result

NEW YORK—Jan. 1, 1948, is the very earliest that New York's uniform accounting plan, authorized at this year's legislative session, can possibly go into effect, Superintendent Dineen said in answer to a question following his talk to the Insurance Accountants Association. Like his prepared speech, which was reported in last week's issue, Mr. Dineen's answers to questions made a very favorable impression on the gathering, which was of record size.

Mr. Dineen made it clear that the department is going to do nothing without consulting and cooperating with the other states. In answer to another question, he said that the other commissioners had expressed their willingness to cooperate. He anticipated little trouble from the other states, pointing out that New York is the only state willing to finance the factual research that is necessary.

Importance to State Regulation

Emphasizing the importance of uniform classification of accounts with respect to the future of state supervision, he said that "If we can't produce a result that makes some sense, we might as well toss in the sponge," for it would prove that state regulation won't work. He said he anticipated that there would be either a new committee of the National Association of Insurance Commissioners to handle uniform classification of accounts or else there would be a change in the make-up of the blanks committee to handle this work.

Asked by E. G. Crapser, secretary of the Meserole group, if he would care to comment on the classification of risks, Mr. Dineen said this was a "rather fascinating subject." He said that when he was in office only a few months and was investigating the fire rate structure in New York, he was told by the New York Fire Insurance Rating Organization that classification was of limited value for rate regulatory purposes. Looking into the matter further, he found that no state had ever made any study of the classification material put out by the National Board. Since one of the charges in the Southeastern Underwriters Association case was that classification was part of the price-fixing system, Mr. Dineen thought it advisable to have a defensible system of classification rather than one that it was necessary to apologize for.

Sees Differences Reconcilable

Mr. Dineen thought it should be possible to reconcile the differences between the National Board's 100-classification plan and the New York department's more recent proposal, which follows the National Board's classification on manufacturing risks but brings in 15 more classes among the other types of risks. Then, when the call comes from Washington and the New York commissioner is asked about the classification system he can show that it is the mature product of the business, of the department, and of the National Association of Insurance Commissioners and should be allowed to go along the way it is going.

Asked by Robert Ratcliffe, Royal-Liverpool, president of the association, the extent to which the classification plan would break down risks according to

(CONTINUED ON PAGE 32)

North America Agents Advisory Group



Members of the North America agents advisory committee, which met with company management in a four-day session are: Front row, left to right, John W. Whitty, New Orleans; R. W. Troxell, Springfield, Ill.; John A. Diemand, president of North America; W. H. Lucas, LeRoy, N. Y.; W. M. Fambrough, Columbus, Ga.; Fred C. Richardt, Evansville, Ind. Middle row, J. M. Crosby, Jr., Grand Rapids; Leonard R. Spitzer, Toledo, O.; J. G. Elliott, Scottsbluff, Neb.; H. W. Spencer, Oakland, Cal.; R. J. Crocker, Newark; Frank S. Hanna, St. Joseph, Mo. Top row, Francis F. Bartlett, Waterville, Me.; Wm. C. Keator, Jr., Fairfield, Conn.; R. A. Thompson, Minneapolis; Carroll L. Crawford, Westminster, Md.

Cites Advantages of Selling Job

Each man has it in his power to become a good salesman, Cord Roosen, Wirt Wilson & Co., Minneapolis, declared in a speech before the Minnesota Association of Insurance Agents last week. The man who succeeds must be equipped with a strong desire to sell, but when one looks over the manifold advantages of selling, this should not be too hard to revise that desire, Mr. Roosen said.

The foremost advantage of being an insurance salesman is, of course, the financial advantage. This is the No. 1 inspiration. A salesman is not limited to the extent of his earnings.

It helps the personality to be in selling. A salesman has a chance to make unlimited contacts. Meeting people is of vital importance toward personality development.

Enjoyable Work

Selling is enjoyable work, Mr. Roosen pointed out. No one who is a success in selling ever finds he has a boring job. Most salesmen would not give up their positions to become president of the company, because they enjoy their work.

Selling is a healthy job, unless it is overdone. A salesman is not tied down to regular hours; he has a chance to be out in the open. The salesman can sell on the golf links or over the bridge table as well as in the office. An outdoor job affords the assurance of good health.

A salesman can be independent. A feeling of independence is something you can't get in an executive position, because then you are responsible to a board of directors. Everything the salesman handles is a selling job, whether it be merchandise, service or himself.

Selling offers the opportunity to make friends. It is hard to make friendships if you do not mix with people, Mr. Roosen said. A salesman has to school himself to be friendly and will find that even when he is forced to be nice to someone he would not choose for a personal friend, he can get to like the fellow.

Another big asset the salesman has

Special Accommodations Being Arranged in Chicago for Visitors to N.A.I.C. Rally

Arrangements are being made in Chicago by Arthur G. Smith, deputy commissioner in charge of the Illinois department's Chicago office, for stopover accommodations all day there June 6 at the Hotel La Salle and special train accommodations for persons passing through that city en route to the Portland, Ore., convention of the National Association of Insurance Commissioners. Mr. Smith is chairman of local arrangements at Chicago, as he has been for a number of years.

If there is a sufficient number of reservations, there will be a special train leaving the evening of June 6 from the Union Station over the Burlington-Northern Pacific route bound for Portland; otherwise, special cars will be attached to the North Coast Limited.

Mr. Smith is receiving reservations from all persons desiring to make the trip on the special. It will accommodate contingents from the east, southeast and north central sections.

C. W. Bailey Joins News Staff of the National Underwriter

C. W. Bailey, who has been engaged in daily newspaper, wire service, and radio news work since 1942, has joined the New York City office of THE NATIONAL UNDERWRITER as assistant editor. Mr. Bailey attended Wooster College, went to work for the Cleveland "Press" in 1942, and later was with Lorain, O., "Journal," International News Service in Cleveland, and United Press in Cleveland, Columbus, Pittsburgh, and in Cincinnati, where he was Kentucky manager. In the radio field he was with National Broadcasting Co., in Cleveland and New York, doing news writing and special events.

is the satisfaction of putting over sales. If he sells in a legitimate manner, the client is not going to worry too much about price.

Insurers Strike to Get Higher Premiums on P.P.F.

Leading Company Imposes Stern Conditions as Alternative to Rate Increase

With the loss ratio on the unscheduled portion of the personal property floater last year reportedly having been well above 60, the marine departments of all companies these days are striving in a variety of ways to develop a higher premium per policy on this contract.

Most companies have been working toward the goal piecemeal by taking up individually each policy in which the estimate of values is obviously far below the correct figure, but just the other day one of the most important and influential insurers in the field took stern measures and laid down standard required procedures. The instructions were sent to agents in mimeographed form and what this company has done has become generally known in the field.

Procedure in Renewal

In connection with renewals, this insurer stipulates that if the blanket item of the policy is less than \$5,000, a new estimate of values must be furnished and the value declared must be not less than 25% higher than previously on a three year contract and 15% on a one year policy. The renewal must be for 100% of the estimated values.

If the blanket figure is between \$5,000 and \$10,000 there must be new estimate of values and the renewal must be for not less than a 20% increase in the blanket amount. For policies of \$10,000 and more, new estimates are required.

Also this company requires that the policy minimum shall apply to the blanket portion alone and hence it is not permissible to build up a minimum by including premium for scheduled items. This is the provision that applies in Illinois under the rules of the Illinois Personal Property Floater Bureau.

New Business Requirement

On new business where the estimate of value is \$10,000 and less under the blanket portion, 100% insurance to value is required.

If the assured resides in a furnished apartment, hotel or with others the policy will be endorsed to exclude the property of named owners, as the policy would otherwise cover hotel property used by the assured.

Competitors in the personal property floater field are applauding this move as being courageous. It has had the effect of strengthening the backbone of many underwriters and while other companies may not take such a firm stand universally, they will be less timid about asking for higher values in individual cases and insist upon getting what they ask for.

One company states that if it could get its average premium per policy increased by \$20 or \$30 it would be in a comfortable position.

This, many underwriters believe, is a most opportune time to strike for increased estimates of values and increased insurance because owners are conscious of the value of what they possess and have the ability to pay for additional insurance.

Every marine underwriter has a dis-

(CONTINUED ON PAGE 32)

Stress Undeveloped Lines at Minnesota Mid-Year Meeting

Schedule Annual for Aug. 29-30 at Hibbing

MINNEAPOLIS—Opportunities for the agent to increase his income by pushing undeveloped lines received the major stress at the mid-year meeting here of the Minnesota Association of Insurance Agents, April 17-18. Between 300 and 400 agents and field men registered.

The annual meeting of the Minnesota association will be held at Hibbing, Aug.



William Knudsen



Howard Williams

29-30, the executive committee announced. Hibbing is the home town of President William Knudsen.

In the opening speech, a small town newspaper publisher whose plant was wiped out by fire told how, too late, he had found himself underinsured and lacking coverages which his local agent failed to tell him about.

The government on-the-job training program for veterans was treated by Howard Williams, Mankato. The Williams agency was first in Minnesota to sign up under the plan and Mr. Williams is completely sold on its value. "Once you accept this program and carry it to completion you will gain in insurance knowledge by having been a semi-professional educator," he said.

"No agent need fear competition from an informed competitor and it is by this token that we can guide the education of those who are to become our competitors. If a returning service man can equip himself and finally succeed as a competitor he can likewise succeed as a member of your agency aided by a

planned program of your making with the assistance of the Veterans Administration," he said.

Cord Roosen, vice-president of Wirt Wilson & Co., Minneapolis, enumerated nine points he considers essential to success. These include an intense desire to achieve success; good health; personality; knowledge of the business; use of surveys; planning time; entertaining clients and giving service.

Explore Aviation Possibilities

The possibilities of aviation insurance for the small town agent were explored by E. L. Stephenson, Chicago manager of Associated Aviation Underwriters, and Paul B. Olinger, Minnesota state agent for Connecticut Fire. Mr. Stephenson said the local agent need not be hesitant about writing coverage on an airport; the problem is little different from writing a manufacturing plant or commercial business; the hazards are pretty much the same. He warned the agent not to overlook products liability, hangar keepers liability, workmen's compensation and hull coverage. Above all, he warned the agent to check into the financial condition of new aviation enterprises seeking insurance.

Mr. Olinger told of his experiences in developing aviation business in the smaller Minnesota communities and urged that local agents make themselves leaders in aviation coverage.

Charles L. Mehagan, Minneapolis manager for the Western Adjustment led a discussion on U. and O. in the small town market.

Speak on Underinsurance

Underinsurance and what the agent can do about it was explained by George G. Traver, public relations counsel of the National Board, and Leonard E. Zell, Minnesota state agent for Hanover.

In the past, most dishonesty insurance was written on larger businesses, but now firms employing only a few people are demanding this coverage and this is where the small agent has an opportunity to boost his premium income, said D. D. Templeton, president of the Surety Association of Minnesota, and superintendent of the bond department of Aetna Casualty at Minneapolis.

Edward C. Stone, U. S. manager of Employers Liability, declared, "there are no more important problems facing the local agent today than the passage of proper laws by the various states that will conform to the recent supreme court decisions, if state supervision is to be continued," Mr. Stone said. "We need state, not federal supervision of the business."

Reconversion in the field of automobile bodily injury and property damage was discussed by William H. Brewster, assistant manager of the National Bureau of Casualty & Surety Underwriters.

RURAL A. & H.

Accident and health insurance has made an amazing increase in late years but it has been mainly in large centers of population, while residents of the rural communities have been neglected, said John F. Leibig, director of sales training for Continental Casualty at Chicago. As reasons for the enormous increase he listed high national income, inflationary tendencies, greater appreciation of the needs of personal insurance, compulsory insurance agitation, increasing automobile accidents and the sharp increase in air travel.

William C. Blethen, Mankato, told how the growth of cooperatives, either tax exempt or partially so, is a threat to the future of the insurance business.

For the past year, the Minnesota association has been helping finance safety education in high schools and the progress so far was described by Dr. Harold K. Jack, director of safety education in the state department of education.

The surest way to preserve the agency system lies in the complete fulfillment of the agent's duty to his client, said Richard A. Thompson, Minnesota state director.

(CONTINUED ON PAGE 14)

Local Agent Must Develop National Point of View

In the face of a species of federal control embodied in PL15, insurance agents must learn to take a national as well as a local and state view, Richard A. Thompson, Minneapolis, executive committeeman of the N.A.I.A., declared before the mid-year meet of the Minnesota Association of Insurance Agents.

The national viewpoint may seem an easy thing to achieve, but when an agent has done business in one town or one community and is suddenly forced to view his state problems from the state capitol, he discovers what is right for him at home may conflict with what is right for people from other parts of the state. When an agent who has been working with a state association is forced to take a national viewpoint, he has to learn very quickly to adjust his own ideas to the ideas and needs of other state associations.

The individual local agent must realize that PL15 and the attendant questions it poses apply to him. The McCarran bill contains at once a promise and a threat. It is an implied promise to the effect that all will be well if all is done that should be done. It is an implied threat in that it seems to suggest federal action if state regulations of an adequate nature is not forthcoming, Mr. Thompson said.

Friendly Warning

"I would not call this a sword of Damocles, but some people have. I hope they are wrong. It seems to me rather a breathing spell and a friendly warning."

In adopting a national viewpoint, the agent cannot forget to think in terms of the local public, but he must also think in terms of his own survival. He is not alone in looking out for himself, because he has the support of the insurance companies who have just as real a stake in the American agency system. In fact, Mr. Thompson said, with nationalization of insurance which is threatened elsewhere in the world, companies must rely on the local strength of the agent and his own local public to stave off such an eventuality here. Agents and companies have always had much in common.

Home Makes Field Changes in Washington and Oregon

Keith Rhodes, state agent in Oregon for Home, has resigned to enter the local agency field at Lebanon, Ore.

Bruce Beardsley, recently returned from service in the army and formerly special agent under Mr. Rhodes, has been appointed state agent for Oregon.

Lloyd B. Beattie, special agent at Seattle, has been appointed state agent for Washington under Manager Albert U. Hoeltig.

Mr. Beardsley joined Home in 1935 after experience in a local agency. He received his training in the Portland office, and was appointed special agent in 1939.

Mr. Beattie joined National Liberty at San Francisco in 1926 and in 1929 became special agent at Seattle. In 1933 he became special agent for Home.

Albert Ullmann Moves

Albert Ullmann Marine Office has moved to the street floor at 84 William street, corner of Maiden Lane, New York City, 7. The telephone number is unchanged.

Roy H. Smith, Jr., after five years in military service, has resumed active participation in the general insurance business in association with Howard V. Luce at Cleveland. He lead an attack on Sicily with his company of paratroopers. He was a captain.

Revision of Rules Important Topic at W. U. A. Meeting

Many Company Men to Arrive in Chicago Sunday; Varied Events Slated

The advance guard of the Western Underwriters Association will fore-



C. F. Thomas

gather at the Drake hotel in Chicago next Sunday preparatory to the annual meeting which takes place April 30-May 1. There is unusual interest in the meeting this year because the governing committee in its report will recommend a draft of revised rules on which it has been working for many weeks.

Sunday will be the day for friendly converse when the personal side of the business will be to the front.

The governing committee will be meeting almost all day Monday. It will have before it the address of President C. W. Ohlsen, but chief will be the suggested revised rules. There are many complicated questions in this revision, most of them of a legal nature. The counsel of companies, therefore, will be greatly concerned in reading over the draft and studying the disputed points. Many of the officials, although not lawyers, have had sufficient experience to turn the searchlight on documents of this kind and give at least a curbstone opinion. C. H. Smith of Hartford Fire, chairman of the committee, will present the report. It is the result of thoughtful, intelligent thought and research.

Main Session Tuesday Afternoon

The organization expects to get most of the ordinary committee reports and other regular features of the meeting out of the way at the Tuesday morning session. That will pave the way for what might be called the special session to start Tuesday afternoon when the revised rules will be the piece de resistance. It is expected that the discussion will occupy all day Wednesday and adjournment will not be made until late Wednesday afternoon.

There will be one intervening social feature of moment, that being the dinner given Tuesday evening in honor of W. N. Achenbach, retiring western manager of Aetna Fire and former W.U.A. president. This affair is given under the auspices of the Western Underwriters Association but is not confined to members.

As Mr. Ohlsen will be concluding his first term and as it is customary to re-elect a president a second time, it is a foregone conclusion that he will again be at the head of the order. R. D. Stafford of Travelers Fire and E. H. Forkel of National Fire, vice-presidents, also will be re-elected. The nominating committee consists of former presidents who are still active in service.

Chicago Board Issue

There has been some comment on the Chicago Board of Underwriters issue. The Chicago Board admits to membership not only local agents on a commission basis but branch managers and western managers. This is one of the few local organizations in the country where there is this mixed membership. The questions arising are purely legal. Under public law 15, will it be permissible for company men to be members

(CONTINUED ON PAGE 14)

Examiners Elect Officers

The Association of Fire Insurance Examiners of Chicago met last week and held the annual election. New officers chosen by acclamation were: O. E. Gray, America Fore, president; E. F. Rokel, Providence Washington, vice-president; D. R. Rose, Millers National, secretary; J. A. Dezutter, Great American, treasurer. E. J. Dolwing, Fireman's Fund, retiring president, was made a director. Other directors are: John D. Kiebel, Great American, and Wm. H. Maehl, America Fore.

Miller to Celina Mutual Post

Cletus Miller, formerly connected with Fidelity & Guaranty Fire in Chicago, has been appointed by Celina Mutual and National Mutual to head their home office fire underwriting department. Previous to joining F. & G. he was in underwriting and production work with the Boyle, Flagg, & Seaman agency of Chicago, and before that did fire underwriting in the Chicago branch of Travelers.

Coast Veterans of Home to Retire; Reynolds to Be Chief

**Lasher Named Resident
V.-P., and Will Leave
Service Jan. 1**

SAN FRANCISCO—During a conference of field men in San Francisco, Harold V. Smith, president of Home, confirmed reports that the San Francisco office personnel was being realigned and that Clinton D. Lasher, resident secretary since 1937, would retire at the end of this year. During the conference, however, Mr. Lasher was appointed resident vice-president and Howard Reynolds, former most loyal grand gander of the Blue Goose, was appointed



H. A. Reynolds



C. D. Lasher

resident secretary. Mr. Reynolds has been assistant manager in San Francisco for the past several years.

Others who will retire are Paul Normand, who has been manager of the city department for many years and with the organization for more than 40 years, and R. B. Matthews, manager of the service department. Mr. Normand retires in September and Mr. Matthews on June 1.

Charles B. Stewart, special agent at Fresno, has been transferred to San Francisco as assistant manager. Thomas R. Decker, who has been assistant manager of the metropolitan department, becomes manager and George A. Seawell, who has been in charge of the Oakland office, becomes assistant manager of the metropolitan office here under Mr. Decker.

Mr. Lasher's connection with Home dates from 1904 when he was appointed Indiana special agent. In 1917 he became state agent and in 1932 went to Chicago as general manager in charge of all activities of the group in Illinois. In 1937 he was named manager at San Fran-

cisco and two years later was appointed resident secretary. He is a former president of the Pacific Board. Mr. Lasher has formed many lasting friendships throughout the country with particular bonds in Indiana, Chicago and on the coast.

Mr. Reynolds started with Home in 1920 as special agent at Great Falls, Mont. He was promoted to state agent in 1924 and in 1934 was transferred to Denver as state agent for Colorado, Wyoming and New Mexico. In 1939 he was promoted to manager at San Francisco under Mr. Lasher.

Mr. Stewart started in the San Francisco office in 1922 and was appointed special agent in 1928. He has had charge of the Fresno office.

Mr. Normand has been with Home since 1903. Mr. Decker, a graduate of Stanford University, went with Home in 1935 at Philadelphia. Two years later he was transferred to San Francisco, where he served as special agent. He was named assistant manager of the former city department a year ago.

Ralph B. Matthews, manager of the service department since 1932, is retiring June 1 and will be succeeded by John E. Hughes. The latter has been serving as special agent in that department. He will be assisted by Edward G. Many, who returned recently from the army as a major.

Oscar Steenus, who has been special agent in charge of the south coast territory with headquarters in San Francisco, is retiring June 1. His successor is Richard W. Decker, who was a lieutenant colonel in the army. Mr. Steenus joined Home at Chicago in 1920.

The management of the marine department has been transformed into a joint operation of Clayton Roberts and Alberto Martinez. The latter is promoted from assistant marine manager. Mr. Roberts will relinquish responsibility of the active duties of the office so as to devote his time to ocean marine. Mr. Martinez joined Home at San Francisco in 1923, was named marine special agent in 1928, was transferred to Los Angeles in 1935 and was named assistant marine manager in San Francisco in 1940.

Matzke Would Regulate Insurance Advertising

LINCOLN, NEB.—Insurance Director Matzke has suggested to a legislative council committee that the Nebraska department should have some authority to regulate insurance company advertising.

"We have been accused of allowing advertising which gave wrong impressions," Matzke said. "The department might well require submission of advertising matter and radio scripts before they are used."

Region One of the National Association of Insurance Women will hold its first annual convention at Atlantic City April 27-28. Commander Huffelton of the coast guard will be the principal speaker.

Bredberg in Full Charge of National Service & Appraisal Co.; Office Moves

Harold L. Bredberg, executive vice-president of National Service & Appraisal Co., Chicago, has been placed by the directors in full active charge of its nationwide operations and its subdivisions, including Hill's Reports of Chicago. The latter is one of the oldest and largest credit reporting mediums in the country, which is celebrating its 50th anniversary this year.



H. L. Bredberg

Mr. Bredberg is widely known in insurance, where he served as general agent, map clerk, examiner, home office superintendent of underwriting and then fire and casualty special agent over a period of about 10 years. He has been with National Service & Appraisal since 1933.

Moving Into New Quarters

The organization is moving Friday into ultra-modern, much enlarged quarters at 105 West Monroe street, Chicago. It has one of the most complete and comprehensive files of information on persons in the insurance, real estate and mortgage fields in the inspection business.

Ted M. Simmons of St. Louis, president, is not active in the business but devotes his time to selling life insurance through the W. H. Markham & Co. agency, which does a general insurance business and represents John Hancock Mutual Life.

Active in Many Fields.

Under Mr. Bredberg, a Northwestern University man, National Service & Appraisal has had a very great growth. He has been active as secretary and director of the Chicago Accident & Health Association, secretary of the Burglary Underwriters Club, the Casualty Underwriters Association and also the Mariners, organization of Chicago inland marine underwriters.

Boston Courses Announced

BOSTON—The six weeks course in theory and practice of fire and casualty insurance given by the Insurance Library Association of Boston has proved so popular the association will repeat the course beginning May 2. The association also announces a new roundtable discussion course, primarily for returned veterans, on the Massachusetts standard fire policy, to be given in five two-hour meetings beginning May 6. The latter course takes the place of the courses formerly sponsored by the Bay State Club.

Robinson-Patman Act Menace to Brokers: Sawyer

**Payment of Commission
Outlawed—May Force
Them to Become Agents**

NEW YORK—Of the developments growing out of public law 15, the most significant to the brokers is application to insurance of the Robinson-Patman act, E. W. Sawyer, attorney, said in addressing the annual luncheon of the Insurance Brokers Association of New York. The act if strictly applied challenges the brokers' status in the brokerage business because it outlaws payment of a commission to brokers by the seller. Provisions of this federal act do not apply to agents. Thus the brokers must become agents and therefore dependent on the companies, or, if they want to maintain their status as independent intermediaries between public and companies, they must get behind a program that definitely establishes their right to receive commissions from the companies.

The laws of many states do not recognize brokers. In a substantial part of the country the public is prevented by law from obtaining advice on insurance matters from experts in that field who do not owe primary allegiance to insurers, he said. He defined independent intermediaries as brokers, buyers, advisers, consultants and agents to the extent that their activities are not controlled by insurers.

Opportunity for Public Service

Public law 15 also creates an opportunity for public service. Whatever may be the outcome of the problems of insurance regulation, he said, whether it is to be state or federal, public welfare unquestionably has become the dominant concern in all regulation of insurance.

No matter how liberal and public spirited the view of an insurance carrier or group of carriers, the public will never look for leadership in its interests to them, Mr. Sawyer said. It will never look for impartial representation of its interests to intermediaries whose first allegiance is to insurers. The brokers thus have this opportunity.

The public welfare means that the public has the benefit of a reasonable amount of competition in insurance cost, that the public does not pay unnecessarily high premiums and that the public gets the kinds of insurance and insurance service it needs. This does not

(CONTINUED ON PAGE 17)

Globe and Rutgers Fire Insurance Company

*The Insurance Company
of the
State of Pennsylvania*

AMERICAN HOME
Fire Assurance Company

111 WILLIAM STREET, NEW YORK 7, N. Y.

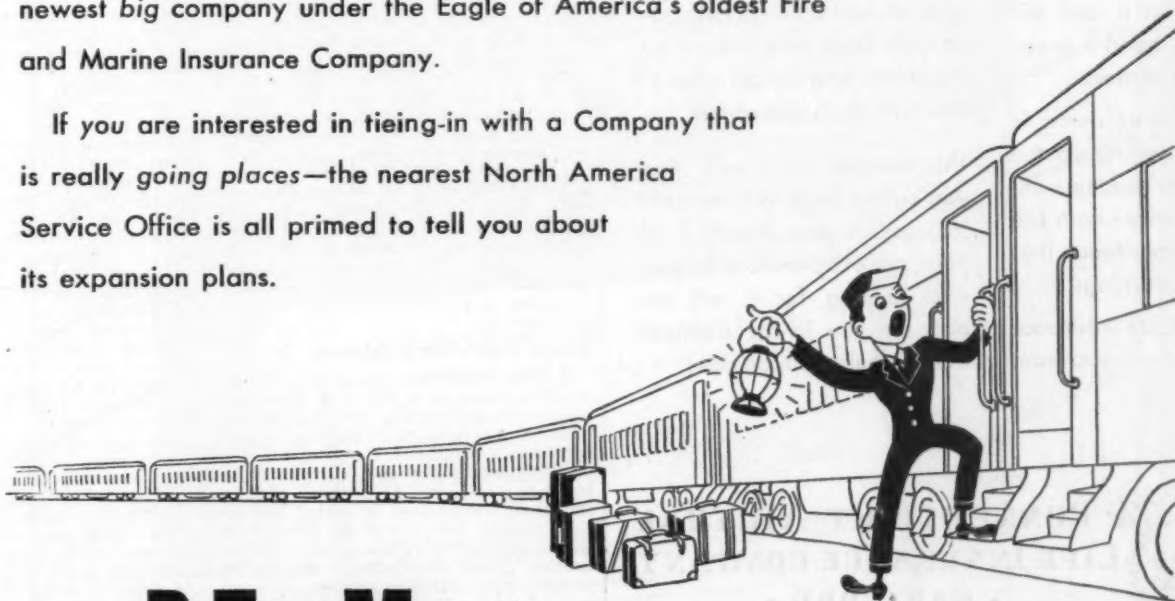
get aboard...

"PF & M" is going places... and fast!

Yes, Philadelphia Fire and Marine Insurance Company, with Surplus to Policyholders of \$25,000,000, already is among the first 15 fire companies doing business in the United States.

Agents who know its alert, progressive management, are welcoming appointment as representatives of the newest big company under the Eagle of America's oldest Fire and Marine Insurance Company.

If you are interested in tying-in with a Company that is really going places—the nearest North America Service Office is all primed to tell you about its expansion plans.



PF & M

PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY

One of the Insurance Company of North America Companies

Thar's GOLD ... in Them Thar Files, Pardner!



Free Booklet Tells How to Get It

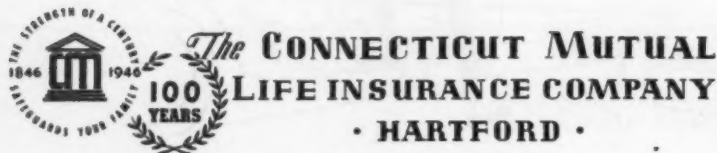
Your clients are a gold mine of potential life insurance commissions. Many of them need more, can pay for it, and will buy more if the need is properly pointed out to them.

Pointing out that need is comparable to setting up the requirements for business interruption insurance—both are designed to supply funds that replace missing earnings.

Before you talk life insurance to any of your clients you want

to know which ones are good prospects. The Connecticut Mutual has prepared a valuable booklet that will help you do both these jobs: select your prospects, and decide what to talk with each one about.

This booklet may well start you on the road to a material increase in your income from your present clients. It is free, and sending for it will not obligate you in the slightest. Complete the coupon now!



Connecticut Mutual Life Insurance Company
Hartford, Connecticut



Please send me, free and without obligation, your booklet,
"Buyers of Life Insurance—A Guide to Your Market."

Name
(please print)

Street

Town or City..... State.....

NU-1

N. Y. Gets, Passes More W. C. Bills

NEW YORK—To anyone who follows the work of state legislatures, it is apparent that more workmen's compensation bills are introduced in the New York legislature and more are passed than in any other state. This is not entirely explained by the fact that New York has a large population of workers. Principally it seems to be due to the existence in New York of aggressive pressure groups.

Reformers, labor and politicians represent the three chief pressure groups that are constantly speaking for benefits or an easier way of getting them for workers, and in New York they are perhaps better organized and more articulate than elsewhere. They are constantly thinking up some way to broaden the scope of the workmen's compensation act.

Doctors Interested

The doctors have an interest in the situation. That is because the New York law permits the injured worker to select any physician he may desire rather than leaving the matter up to the insurer or employer. On the surface this looks like it would be a good thing. In many cases it may be. However, sometimes the unions have their doctors. In many states where the employer or insurance company indicates the doctor for the worker to consult, the effect is good because both employer and insurer are interested in getting the man back to work as quickly as possible. The tendency is to send him to an expert or a specialist.

Another factor is that New York has a legislative session every year, compared with the customary two years in most states.

Most Liberal in Country

These factors have resulted in the most liberal workmen's compensation situation in the country. It also accounts largely for the fact that the legislature in New York gets more workmen's compensation bills each year than other state legislatures. In one neighboring state, for example, there was not a major change in the workmen's compensation act for 20 years.

Legislation itself does not account fully for liberality in workmen's compensation. There is also the matter of administration. The New York workmen's compensation administrative body is in the labor department, and is not answerable to another administrative body, but only to the courts in case there is an appeal.

Screen Legislation in Advance

A considerable number of the bills on W. C. introduced in the New York legislature are screened in the fall when the labor department calls together representatives of industry, labor, and insurance for conferences looking toward the legislative session. At the time each of the groups interested in seeing legislation passed brings out its ideas and learns whether there is any objection by another group or whether there can be an agreement either to support or not to oppose certain legislative objectives.

The insurance people do not have bills to propose. Legislation is not of direct interest to the insurance business, except those in it are in a position and have the experience to be helpful in avoiding poorly drawn or poorly conceived laws or amendments. That is their principal rule in the conferences. Actually, if labor, industry, and the labor department agree on a bill or bills and the legislation is properly aimed and drawn then the insurance business would simply make adjustments in rates to reflect any increased benefits or costs.

In addition to bills that have been screened—some of them agreed upon and others discussed but not agreed upon—there are always a number of bills introduced from the floor of the legislature.

Diemand, Stone Headliners for N. C. Agents Rally

The program has been completed for the annual meeting of the North Carolina Association of Insurance Agents at the Carolina hotel, Pinehurst, that gets under way the afternoon of May 3 with a meeting of directors and a dinner of the past presidents. At the board meeting President Ernest F. Young of Charlotte will preside and at the dinner Thomas H. Woodard of Wilson, immediate past president, will officiate.

Following the dinner the first convention session will be held with John S. Ruggles of Southern Pines, president of Moore County Insurance Exchange, giving the address of welcome, and Frank S. Wilkinson of Rocky Mount making the response. Mrs. Anne Cary of Greensboro will give the greetings of the North Carolina Association of Insurance Women, of which she is president. Commissioner Hodges will also salute the group.

E. C. Stone, U. S. manager of Employers Liability, will then give his address on "What's Ahead of Us?" Hunter Brown of Pensacola, president of the N.A.I.A., will talk on "Agency Security."

The next morning there will be a breakfast conference of local board officers, with Fred C. Kinzie of Spindale, president Rutherford County Insurance Exchange, presiding and just before the main session there will be a caucus of members from various districts to select their district directors.

At the meeting that morning there will be reports of the various officers and committee chairmen. Julian E. Mann of Raleigh, state director of Federal Crop Insurance Corp., will discuss federal crop insurance and then there will be an open forum. The election of officers and selection of next year's convention place will take place.

The makeup of the new official family is in doubt at this moment because of the death the other day of Milton Best of Fremont, the vice-president, who was scheduled to advance to the presidency.

In the afternoon George Traver, public relations representative of the National Board, will give a talk, "The Public Relations Program in Action," and John A. Diemand, president of North America, will give an address. Then there will be a panel discussion on "Bringing You up to Date." James J. Harris of Charlotte will be the coordinator. The panel members are Lenox G. Cooper of Wilmington, representing fire insurance; E. Dana Johnson, general agent, speaking for marine; John D. Leak, bond manager of Maryland Casualty at Charlotte, fidelity and surety, and W. Alfred Williams, Durham, casualty.

The get-together dinner takes place that evening, followed by entertainment, and there will be a short session for report of the resolution committee, awarding of trophies, installation of new officers and testimonial tribute to the past presidents. There will be a dance continuing until 2 a.m.

Sunday morning there will be a golf tournament for the men and also a golf tournament and putting contest for the women.

Missouri Companies to Pay 2% Tax

JEFFERSON CITY—Bills to levy a 4% tax on the yield of intangible property, except corporate stocks, and providing that Missouri insurance companies shall pay a 2% premium tax in lieu of an intangible property tax have been signed by Gov. Donnelly. These new taxes become due and payable by Sept. 1.

The bills, which did not carry an emergency clause, will be administered by the new state revenue department which becomes operative July 1. In 1947 and future years the tax will become payable March 15, with the delinquency date set at July 1.

illy

Completed for
North Caro-
Agents at
t, that gets
May 3 with
a dinner at
board meet-
ing of Chan-
the dinner
Wilson, im-
officiate.
rst conven-
th John S.
orepresent of
change, gov-
and Frank
unt making
Cary of
reetings of
tion of In-
he is pres-
s will also

ger of Em-
ive his ad-
s?" Hunter
ent of the
ncy Secur-

will be a
board of-
of Spindale,
Insurance
before the
caucus of
ts to select

ning there
ous officers
Julian E.
tor of Fed-
will discuss
then there
election of
year's con-
e.

cial family
because of
ilton Best
t, who was
presidency.
raver, pub-
of the Na-
talk, "The
n Action,"
esident of
n address.
uel discus-
to Date."
lotte will
l members
Wilmington,
E. Dana
eaking for
d manager
lotte, fidel-
Williams,

akes place
ertainment,
ession for
committee,
ion of new
ute to the
e a dance

be a golf
also a golf
est for the

2% Tax

to levy a
gible prop-
and proce-
tax in lieu
have been
These new
by Sept. 1.
ry an em-
istered by
ent which
1947 and
ne payable
y date set

THE NATIONAL FIRE GROUP

It's as simple as A-B-C

A Figure out about how much your house and contents **VALUES HAVE GONE UP** since you bought Fire Insurance.

B Check the **DATE** and **AMOUNT** of your Fire Insurance

C **CALL US NOW** BEFORE disaster finds you under-insured

Another timely mail piece now being ordered and used by our agents.

The National Fire Group

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD
MECHANICS and TRADERS INSURANCE COMPANY

FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK
TRANSCONTINENTAL INSURANCE COMPANY

UNITED NATIONAL INDEMNITY COMPANY
MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

Hits Cooperatives' Freedom from Tax

If small business, such as local insurance agencies, is to remain the dominating force in our economy, there will have to be an organized fight against allowing some cooperative enterprises to escape taxation on earnings while private enterprise takes the full brunt of taxation, William C. Blethen, Mankato attorney, declared at the meeting of the Minnesota Association of Insurance Agents last week.

Small private enterprises have not

only stood by and watched opposing forces grow, but have actually financed or permitted to be financed those competitors which plan to destroy all profit, business and private enterprise. Mr. Blethen said.

"When we speak of the profit system, we should in reality speak of the profit and loss system of business, for we do suffer losses as well as amass profits, and we must make provision for the losses as well as plans for the use of profits. This is difficult to do and at the same time provide for the growth of the business," he declared.

"There are some types of corporate business, however, that do not have such

problems. Taxes do not bother them. Expansion is easy. This being the case, there is obviously an inequality between two types of corporate business that works to the great advantage of one and to the great disadvantage of the other. I refer to cooperative enterprises, government owned corporations and government sponsored corporations on the one hand, and private profit enterprises on the other," Mr. Blethen said.

"The situation becomes all the more intolerable when we consider that others whose share we bear are engaged in direct competition with us, subsidized out of the taxes we pay. None of us should object to paying a fair share of cost of government, but we may correctly object when we are asked to bear not only our share, but the share of others as well.

"Please understand clearly that when I talk of the need for equality of taxation on business, I do not mean that cooperative competition should be destroyed," Mr. Blethen said. "I do claim, however, that in proving of such efficiency and productivity, the cooperative system must stand on its own feet and on its own merits and play the game under the same set of rules as those laid down for competitors."

This is not at present the case, Mr. Blethen said, nor has it been since federal taxes on income and profits were established. All this time, the cooperative systems of business have been capitalized, subsidized and immunized from taxes, until today the end of such a condition resolves itself into the most important single thing that the business man must fight for.

Plan to Double Number of 'Fire Protec' Scholarships

Although the immediate future is somewhat clouded because of the uncertainties as to selective service requirements, the scholarship committee of the Western Actuarial Bureau is again actively promoting the four year scholarship plan in connection with the fire protection engineering course at Illinois Institute of Technology, Chicago. Also it is preparing to double the number of scholarships because of the need that exists for rating bureau men throughout the territory. Prior to the war eight scholarships were awarded each year. Now the program calls for the awarding of 15 when the draft situation is cleared up and teen agers can again map their future.

The committee continued to award scholarships during the war but one group after another would no more then get started than they were called off to war. Many of these men are now returning and resuming their studies. Some of them are reentering the Institute under the GI bill of rights because of the subsistence allowance involved, but the scholarship committee still looks upon these men as its own group. These veterans intend to take positions in rating bureaus after the war even though they are not under the scholarship plan which requires them to work in a bureau for three years after graduation. There are about 18 veterans at the Institute taking the F.P.E. course under the GI bill.

At the end of this term J. B. Finnegan is retiring as head of the fire protection engineering department because of the age 65 retirement rule of Illinois Institute. Last year the F.P.E. alumni gave Mr. Finnegan a banquet honoring him on his 40th anniversary in his position. His place will be taken by J. J. Ahern who has been in the department for the past year.

Talk on Property Values

MINNEAPOLIS—Topic of a talk by George Patchin, secretary of Appraisal Service Co., will be "Property Values Today" at a meeting of the Insurance Buyers Association of Minnesota April 26. Members are invited to bring brokers and guests.

U. S. Ship Sales to Boost Hull Cover

NEW YORK—Marine circles look for gradual and substantial increase in the total amount of hull insurance written to follow the start, April 23, of the greatest ship disposal program in history.

As required by law, conditions and prices have been filed with the federal register and the maritime commission is now accepting applications for the purchase of wartime merchant vessels which cost \$15 billion for this government to construct.

General Order 60 clears the way for the sale of these surplus merchantmen abroad and domestically and their disposition by charter, and contains the detailed regulations, required forms and citizenship requirements necessary for the transactions.

The order provides further that sales of merchant ships between the start of the war and the passage of the ship sales act will be considered as having been made on March 8, 1946. Prices will be adjusted to those of current sales in order to insure uniform treatment to all purchasers.

In the past this type of vessel has not been insured except for third party liability, but it is expected that private purchasers of the surplus ships will seek out policies of the most advantageous type either from the American market or abroad.

One estimate made by an informed source placed the amounts of underwriting done in American markets and abroad as about half and half. But it was further pointed out that the past experience of the owner will have much to do with his acceptance as a risk by a United States company. It is believed that those operators with bad records and those just embarking in the shipping field will meet less resistance in obtaining policies abroad.

Some idea of the extent of coverage can be obtained by examining the probable situation involved in insuring a standard Liberty ship. These ships cost the government \$1,728,590 to construct and have an adjusted statutory sales price of \$639,000, which is about 50% of the estimated prewar cost. The floor price is 31.5% of the war cost or in the case of the Liberty ship, \$544,506.

Rates on insurance for Liberty ships now being sold will be based on a valuation figure somewhere between \$639,000 and the price floor of \$544,506, depending on the experience of the operator.

To Inspect Moline May 14-15

The Illinois State Fire Prevention Association will inspect Moline, May 14-15. Fire prevention talks will be made in all high schools and grade schools. The inspection is sponsored by the chamber of Commerce and the Kiwanis Club.

LOCAL AGENCY WANTED

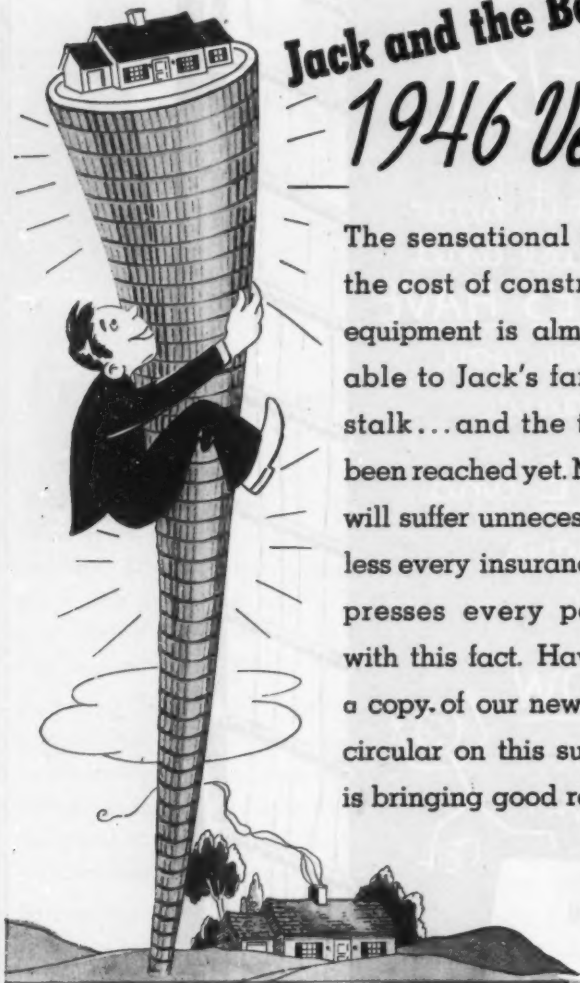
A returned veteran, with good experience previous to his Military Service, wants to purchase a Local Agency or a Brokerage Account, either in Chicago or a large Mid-western City.

FERGASON PERSONNEL

Insurance Personnel Exclusively
166 W. Jackson Blvd., Chicago 4, Ill.

Jack and the Beanstalk 1946 Version

The sensational increase in the cost of construction and equipment is almost comparable to Jack's famous beanstalk...and the top has not been reached yet. Many people will suffer unnecessary loss unless every insurance agent impresses every policyholder with this fact. Have you seen a copy of our new direct mail circular on this subject which is bringing good results?



A COMPANY
IS KNOWN
BY THE
AGENTS IT
KEEPS

Camden Fire

Insurance Association

CAMDEN, N. J.

NOW IN OUR SECOND CENTURY OF SERVICE

1794

152ND ANNIVERSARY

1946

INSURANCE COMPANY
STATE OF PENNSYLVANIA

308 WALNUT STREET, PHILADELPHIA 6, PA.

Shows Disposition of North America's Premium Dollar

Clark W. Smitheman, associate editor of the "North America Field Man," in the current edition, emphasizes the importance of causing the public to understand that the portion of the premium that is left after paying losses does not represent profit to the insurer. He points out that in 1945, 55 2/3 cents of the North America's premium dollar went for loss payments, loss adjustment expenses, inspection and loss prevention service. The agents' commission was 22 1/3 cents, field supervision 31/6 cents, general management expenses 131/6 cents, taxes 3 cents, and underwriting profit 22/3 cents.

Mr. Smitheman declares that the elimination of all profits for both producer and insurer would make only a trifling difference in the cost.

There is no mystery about what happens to the portion of the premium dollar that is not used for losses. The business cannot be conducted without overhead and everyone is entitled to a profit no matter how huge a volume is done or how altruistic the enterpriser may be.

The 22 1/3 cent commission to agents is comparable to the markup that is made by the retailer in other lines. For instance, the markup of the retail florist is 73c, baker 62c, jeweler 51c, furrier 50c, radio dealer 42c, furniture store 30c, gift shop 33c, department store 29c, variety store 24c, drug store 23c, filling station 17c, grocery store 12c. These figures are based upon a study reported in "Harper's Magazine."

Fla. Requires 80% Factor in Term Installment Deal

Commissioner Larson of Florida, following a hearing April 1, has issued a ruling that term policies with premiums payable in annual installments, may be issued for a period of not in excess of five years and shall be written at the full annual premium for the first year and at not less than 80% of such premium for all subsequent annual installments. Insurers desiring to operate on that basis are required to file complete data, including forms, endorsements and installment agreements. Approval of the department is required before the forms may be used.

All such plans must be extended for use upon all classes of risks which under the filed rules are eligible for term discount. Provision must be made for proper notice of cancellation to assured and mortgagees on default in payment of any installment.

Additional insurance may be granted but the charge shall not be less than pro rata of the full annual premium from date of the increase to the date of the next installment and 80% of the annual premium for the remainder of the contract.

Any insurer now writing at less than 80% of annual premium for the second and fifth installments must withdraw such plan and endorsement, but contracts already issued and delivered may remain undisturbed. Companies must be in compliance with the order by June 30.

Northwestern Mutual Coast Shifts

Carl Reichert, who has been fire underwriter and office manager of Northwestern Mutual Fire's northern California department at San Francisco, has been promoted to fire underwriter for the Washington department.

A. Bertilson, who has been with Northwestern Mutual 23 years at the home office, has been named office manager at San Francisco. R. N. Billing, who started with the company in 1931 as assistant inspector, now is supervising underwriting in the northern California department.

Party for Survey Conductor

NEW YORK—President James A. McLain of Guardian Life, who is president of the Insurance Institute of America, was host at a cocktail party here to introduce local insurance newspapermen to Richard Kip of the business school of University of Pennsylvania, director of the survey which the Institute is conducting covering insurance educational facilities. Others present included Frank Colridge, secretary, and R. E. Farrer, education director National Association of Insurance Agents, and C. C. Robinson, Guardian Life's director of public relations.

Postpone Casualty Meeting

The Casualty Actuarial Society, which decided not to attempt a spring meeting this year, has set the annual meeting for November. Members are asked to write papers on timely subjects and submit them not later than Oct. 1 to the editor, Miss Emma C. Maycrink, 60 East 42 street, New York 17.

E. C. Jasper to Pa. Field Post

Earle C. Jasper has been appointed special agent at Philadelphia by State of Pa. Before service in the war he

was associated with the company for a number of years.

Insurance Training Issue May 15

Insurance training offered in secondary schools, colleges and universities will be described in an "education in insurance" issue of the New York "Journal of Commerce" on May 15. Articles will be prepared by Dr. S. S. Huebner and Dr. Harry J. Loman of the University of Pennsylvania commerce school; Dr. Ralph H. Blanchard of Columbia University, Dr. Herbert J. Stack of New York University, and 15 other noted educators and insurance authorities.

A WINNING COMBINATION

HOMETOWN
BANKER →

For Financing Hometown Purchases

REALIZING that when the local bank gets the financing the Hometown Agent gets the insurance, Fireman's Fund has created a practical advertising plan designed to promote Bank financing of cars and appliances. Providing a follow through for the "Bank & Agent plan," it consists of an original theme—HOMETOWN CREDIT-SAVINGS—backed by a series of advertisements for banks to use in their local newspapers. ☆ "Credit-Savings" immediately suggests bank financing. It is similar to an installment savings account except that the customer gets the money before he saves it, enabling him to buy for cash. He then accumulates the necessary funds through regular "deposit-payments" plus interest on unpaid

balances. ☆ "I save because it gets me things and use while I save" is a typical appeal. In this manner the plan avoids the negative terms borrow—debt—loan. Instead it associates the idea of Bank financing with saving for a goal with the added advantage of getting the money in advance. A brochure explaining the plan is being mailed to all banks and to every agent representing a company of Fireman's Fund Group.



COPYRIGHT 1946 BY FIREMAN'S FUND INS. CO.

FIREMAN'S FUND GROUP

FIREMAN'S FUND INSURANCE COMPANY
HOME FIRE & MARINE INSURANCE COMPANY
WESTERN NATIONAL INSURANCE COMPANY

FIREMAN'S FUND INDEMNITY COMPANY
WESTERN NATIONAL INDEMNITY COMPANY

SAN FRANCISCO • NEW YORK • CHICAGO • BOSTON • ATLANTA

THE PLAN

includes free newspaper mats for banks supplied through agents of the companies of Fireman's Fund Group.

Large Fires Up 48% First Quarter

Large fires, exceeding \$50,000 loss, have skyrocketed 48% in the last three months in the United States and Canada. According to the National Fire Protection Association, 329 fires, totalling \$48,800,000 were reported from Dec. 7, 1945, to March 6, 1946, compared with 158 in the preceding three months. These 329 fires represent 32% of the estimated \$151,045,000 loss for 175,000 fires occurring in the quarter.

Of these fires, 60 occurred in mul-

tipale occupancy buildings; 47 fires hit manufacturing plants; 30, warehouses; 26, habitations; and 22 were group fires. Other losses were: 20 single stores, 15 schools, 11 mills and grain elevators, 10 churches, 10 garages. More than 155 mercantile stores were destroyed in multiple occupancy and group fires, heaviest losers being clothing and dry goods stores, hardware and appliance shops, food markets and restaurants.

The Suffolk County group of the Massachusetts Association of Insurance Women was addressed at a dinner meeting in Boston this week by Roger L. Putnam, a veteran of both world wars.



MODERN FARMING

A bright new spirit of progress—the Spirit of '46—is reflected in American agriculture's approach to tomorrow. More than six million farms comprising over a billion acres of land today turn to the task of feeding a nation on the upswing to new living standards.

This progressive spirit is seen in modern farm mechanization, in improved equipment and appliances, in advanced cultivation methods and specialized building techniques to give tomorrow's farms new productiveness,

comfort and convenience.

The green fields of farming and the modern field of insurance alike are imbued with this spirit of advancement. Millers National and Illinois Fire are abreast of the times, accenting streamlined efficiency, improved facilities, advanced methods and operational policies keyed to tomorrow.

These two time-tested fire insurance companies offer a new type of helpfulness to enterprising agents alert to success in a nation advancing with the Spirit of '46.

MILLERS NATIONAL INSURANCE CO. ILLINOIS FIRE INSURANCE CO.

HOME OFFICE: 137 W. JACKSON BLVD., CHICAGO
SERVICE HEADQUARTERS FOR ALERT AGENTS

NATIONAL INSPECTION COMPANY CHICAGO, ILLINOIS

Service to Stock Fire Insurance companies for 43 years.
Inspections and Underwriting Reports.

J. G. Hubbell, H. B. Chrissinger, { Managers
R. L. Thiele, Ass't Mgr.
P. A. Pederson, Chief Inspector

Problems of Accountants Discussed by W. J. Durant

W. J. Durant, nationally known member of Joseph Froggatt & Co., said that management had, in some instances, seemingly not realized the importance of activities of accounting departments within their own organizations. His statement was made in an address before the Chicago Insurance Accountants Association.

Mr. Durant pointed out that management should consult accountants before deciding upon a course of action rather than afterwards.

Some accountants have failed to be good teachers and have not built up man power in their own organizations. He also added that accountants, through their contact with agents and brokers, were actually producers without portfolio.

He said that some accounting practices were considerably outmoded and accountants were handicapped because of methods unchanged for many years.

Mr. Durant blamed part of the shortage of employees in accounting departments on prosaic advertisements. He emphasized that such ads should include information regarding working conditions and not merely a help-wanted presentation.

Auditors should be regarded by accountants as wanting to assist and willing to praise rather than merely hunting shortages, he said.

An overflow crowd heard Mr. Durant's remarks.

Pa. Commissioner Warns of Inadequate Cover

Commissioner Neel of Pennsylvania has issued a statement, pointing out that the repair and replacement costs of insurers have risen sharply for the past several years.

Property owners, because of today's higher values in costs of construction, should study and review their insurance to make sure that their coverage is ample, he declared.

Mr. Neel stressed the need, not only for adequate insurance of homes, but he warned home owners to eliminate all conditions which cause fires. He mentioned particularly bad wiring, choked flues, danger of spontaneous combustion in oily rags and mops, especially in airless closets.

He warned all insured who carry insurance on the co-insurance or reduced rate contribution clause, to acquire a real understanding of the contractual obligation of the insured.

So long as values continue to climb it is a duty which every agent and broker owes to his policyholders to carry this message of need for adjusting the amount of insurance now being carried to present day values, Mr. Neel asserted.

E. C. and Wind Rate Cuts Are Adopted in Kentucky

LOUISVILLE—Clyde Smith, head of the Kentucky department of fire prevention and rates, announced that rate decreases filed by the Kentucky Actuarial Bureau have been approved. He estimates the premium reduction at \$286,000 and points out that last year reductions estimated at \$1 million were approved. Mercantile wind rates were cut from 22 to 20 cents.

The extended coverage premium for ordinary dwellings was cut from 20 to 16 cents and this will produce an estimated saving of \$55,000. On other than dwellings the E. C. rate is cut from 30 to 28 cents.

There is a revision of the schedules for phosphate fertilizer plants and cottonseed oil mills, which Smith estimates will save assured about \$50,000. The same U. & O. changes that have been introduced in other western states are made effective in Kentucky. The new premium budget plan has been adopted. Existing policies may not be endorsed to take advantage of the rate reductions.

Reciprocal Admission Bill Tabled in Mass.

BOSTON—The Massachusetts senate Monday accepted the unfavorable report of a joint insurance committee on admission of reciprocals to the state. A motion was made to lay the report on the table, for the purpose, it is understood, of substituting a bill to create a recess commission for study of reciprocals. Reciprocal supporters, however, could not muster enough strength and the motion to table was lost. It is expected there will be reconsideration later.



THOMAS WILSON DORR

THE lifetime of Thomas Wilson Dorr was one long hard fight to put over his convictions. He started the Dorr movement for a more equal suffrage, fighting the law which gave only landowners and their oldest sons the privilege of voting. The State's manufacturing had attracted many workers who, while not owning land, felt entitled to vote; besides, there were younger sons feeling the injustice of not being able to vote. This long suffrage fight brought Dorr many followers who tried to take over the State government by force, and Dorr was arrested as a traitor. His heavily armed fort was captured with but the loss of two lives. Dorr was imprisoned and died in 1854. Rhode Island now honors him among her great men.

Tenacity of purpose has long been considered an admirable trait in New England. The Rhode Island Insurance Company has seen the results of it in many of their agents' splendid underwriting records.

THE RHODE ISLAND Insurance company

PROVIDENCE • RHODE ISLAND
Progressive in Outlook
Conservative in Management

FIRE • AUTOMOBILE • INLAND
MARINE • OCEAN MARINE

Abram
lied Stat
ture Ex
Washing
UNDERW
"Motio
carries a
ing Plan
purpor
NATIONA
quoted
countant
ing bond
ability o
tion for
hibitors
checking
in the m
"It is
the bon
should
panies a
"It se
mitted t
barest o
discuss
a dispa
article i
may be
and ma
other in
ours.

Submit

"I do
ever pa
any sor
that th
table in
"The
mitted
solution
problem
pected
its men
capable
expecte
or unde
and tha
It was
discuss
tors, it
by you
resent
signed
and pro
"The
surely
your au

M. T.
Boar

Mich
and di
been e
Life.

W.I.B.

The
suranc
cago n
to hold
and, if
Pres
a mem
who w
of Sec
mittee
Millers
Farme
Mr. C
bushen
genera
ber o
taking
of Mr

Jacob

WA
ber of
official
comm
Carl
Mutu
board
ance
Conkl
Bismar
electio

Takes Exception to Theater Bonding Story

Abram F. Myers, counsel of the Allied States Association of Motion Picture Exhibitors, with headquarters at Washington, writes THE NATIONAL UNDERWRITER as follows:

"Motion Picture Daily for April 22 carries an article headed 'Allied Bonding Plan Rejected by Bondsmen,' which purports to be based on a story in THE NATIONAL UNDERWRITER. The latter is quoted as saying that prominent accountants have joined forces with leading bond experts in decrying the practicability of the proposal of this association for bonding motion picture exhibitors as a possible substitute for the checking of theaters as now practiced in the motion picture business.

"It is further quoted as saying that the bonding men felt that exhibitors should be reminded that surety companies are not charitable institutions.

"It seems strange that a proposal submitted to motion picture distributors in barest outline as the basis for further discussion should become the subject of a disparaging and highly patronizing article in a bondsmen's trade paper. That may be your idea of creating good will and maintaining friendly relations with other industries, but decidedly it is not ours.

Submitted for Consideration

"I don't suppose any exhibitor who ever paid the premium on a bond of any sort thereafter harbored the notion that the surety companies were charitable institutions.

"The proposal in question was submitted to the distributors as a possible solution of a serious and perplexing problem in our industry. It was expected that it would be considered on its merits and adopted if workable or capable of being made so. It was further expected that if found to be unworkable or undesirable we would be so notified and that would be the end of the matter. It was not expected that, before any discussion was had with the distributors, it would be kicked around in public by your publication which appears to resent our having made a proposal designed to increase the scope, usefulness and profits of a surety company.

"The members of this association will surely decry the tone and wording of your article."

M. T. Kelliher Named to Board of Boston Mutual Life

Michael T. Kelliher, vice-president and director of Marsh & McLennan, has been elected a director of Boston Mutual Life.

W.L.B. to Discuss Plans

The directors of the Western Insurance Bureau at their meeting in Chicago next Thursday will decide whether to hold an annual meeting at this season and, if so, will set the time and place.

President H. A. Clark has appointed a memorial committee for E. E. Soenke, who was secretary and general manager of Security Fire of Davenport, the committee consisting of W. S. Whitford, Millers National; J. C. Hiestand, Ohio Farmers, and Lloyd Brown, Firemen's. Mr. Clark has appointed R. R. Mittelbush, successor to Mr. Soenke as general manager of Security, as a member of the uniform forms committee, taking the place left vacant by the death of Mr. Soenke.

Jacobs and Conklin Reelected

WASHINGTON—The U. S. Chamber of Commerce has announced that an official count of mail ballots by a special committee last week showed election of Carl N. Jacobs, president of Hardware Mutual Casualty, as a member of the board of directors to represent the insurance industry; also election of Fred L. Conklin, president Provident Life of Bismarck, as director from the eighth election district.

Alaska Has Premium Tax to Provide Loans to Vets

Companies operating in Alaska face a 1% tax on premium writings beginning April 1 as the result of a new law enacted by the territorial legislature to finance a revolving fund for war veterans. The fund will be used to grant loans to veterans for acquiring homes and businesses.

Insurance carriers will now have to pay 1% on premiums, in addition to the present 2% premium tax. When the

veterans' revolving fund totals \$3½ million, the tax will be suspended. Fidelity and surety and life insurance are exempt from the additional tax under the new act.

Local agents are required to pay the tax on their gross commissions, although companies must also pay on premiums without any allowance of that portion of the premium which represents commissions.

According to official records, for the biennium of 1943-44, Alaska premiums in fire and casualty lines totaled \$3,390,000.

Brokers National Head Chicago Day Speaker

Harry E. Moore of Boston, president of the National Association of Insurance Brokers, is to be the luncheon speaker May 23 during Chicago Insurance Day at the Palmer House. The programs for the morning and afternoon sessions are now being perfected and will be announced later. Last week the banquet speaker was announced, he being John A. Diemand, president of North America.



FRIENDLY FOLKS GET THINGS DONE

The busy scrape of neighborly hoes beats out a rhythm of common endeavor. Good friends, working together, are getting the job done well—and pleasantly.

This picture of neighborly co-operation proves our point that friendship in business pays big dividends.

Besides the satisfaction that comes from pleasurable association with each other, there are more tangible values in a business relationship built on the sound foundation of friendly understanding that exists between our agents and our companies.

It cuts red tape, lessens detail, reduces correspondence to a minimum, gets rid of unnecessary reports, plays a big part in expediting the settlement of claims.

Our friendship with our agents in turn helps them materially to keep on friendly terms with satisfied customers.

We believe you, too, would enjoy doing business with us. Won't you write us?

Every Type of Property Insurance for Industry and the Home.

Agricultural
Insurance Company
of Wisconsin, Inc.



Empire State
Insurance Company
of New York, Inc.

NEWS OF FIELD MEN

Miller Heads Va. Field Club; Frissell Blue Goose Chief

J. McG. Miller, Sun, is the new president of the Stock Fire Insurance Field Club of Virginia. He succeeds Hunter M. Gibbons, Home. The annual meeting was held at Virginia Beach. Carl T. Lloyd, National Liberty, becomes vice-president, and Albert C. Word, Louis E. English general agency, secretary-treasurer. Mr. Gibbons was named to the executive committee, as were W. F. Dance, Jr., Fireman's Fund; E. Stanley Broach, Royal-Liverpool, and Paul W. Jerome, Aetna Fire. The business ses-

sion was followed by the annual banquet.

The Virginia Blue Goose elected Guy R. Frissell, Hartford, most loyal gander; H. N. Taliaferro, Security of New Haven, supervisor; Robert R. Connelly, Fire Companies Adjustment Bureau, custodian; W. M. Goodman, Continental, guardian; W. Freeman Dance, Jr., Fireman's Fund, keeper, and William A. Jordan, Royal-Liverpool, welder.

Illinois and Wisconsin Meetings

The Illinois Field Club will hold its annual meeting at Lake Delavan, Wis., June 18-20. The Wisconsin Field Club

will meet at the same place. The two organizations will have more or less of a joint meeting. The Wisconsin Fire Underwriters Association and the Wisconsin Blue Goose will also meet there at that time.

Appraisal Work Consumes Much of Field Man's Time

Field men that have any kind of a knack for making appraisals, find that more and more of their time is taken in this type of activity.

Certain field men become known to agents as good appraisal men and they are much in demand. The average field man, when it comes to appraisals, feels competent to give an estimate of ordinary types of construction but in connection with extremely large properties and for machinery and equipment he usually recommends a professional appraiser.

One of the companies in the middle-west recently assigned a returned veteran who is well posted on values, to do appraising work for agents. In no time, his days were booked far in advance and he has become a big asset to the department.

Nebr. Field Groups' Annual Meetings in Omaha April 29

The annual meetings of the Nebraska Blue Goose, the Nebraska Fire Underwriters Association and Nebraska Fire Prevention Association will be held at the Blackstone hotel in Omaha April 29. Special features are planned for veterans of the second world war.

Agricultural and Empire State Field Meet

Field men of Agricultural and Empire State gathered in the home office for a four day review of business.

The program included detailed discussion of underwriting and reinsurance procedure; operation of the automobile general cover and brokerage and service departments.

Among the speakers were Henry DeGray, president of Appleton & Cox, and J. S. Graham, eastern manager of U.S.A.I.G.

Dean of the field men present was Stuart Morgan, state agent for both companies in Michigan, who originally joined Agricultural in 1907. New field men introduced were, Gordon C. Waters, Carl F. Fry, Howard J. Zibble, and George W. Wheaton. State Agent Elmer E. Sademan of Michigan and Special Agent Peter H. Mahland of New York who have recently been released from service, were welcomed back.

Security, Conn., Names Croke and James in Ky.

The Security companies of Connecticut have appointed Robert E. Croke state agent in Kentucky and John W. James, Jr., manager at Louisville for Connecticut Indemnity. Both will office at 1060 Starks building, Louisville.

Mr. Croke joined Security in 1941 and prior to his service in the navy was state agent in Illinois and later manager at Detroit. Mr. James is well known throughout Kentucky, having traveled that state both before and after serving in the army.

Otto Redwitz, state agent for Kentucky since 1920, is being transferred to the home office to assume executive duties.

Providence Washington Names Three in Mass.

Providence Washington and Anchor have appointed Haven W. Andrews, Charles W. Kessler and O. Raymond Weden field men in Massachusetts. They will have headquarters at 43 Kilby street, Boston, associated with Vincent W. Wilson and Robert L. City.

Mr. Andrews graduated from Annapo-

lis and served in the Pacific. He has had several years' experience in eastern Massachusetts with Scottish Union.

Mr. Kessler is a graduate of Harvard and has been a broker. For five years he has been in the army, being discharged as a lieutenant colonel.

Mr. Weden is a specialist in marine lines and has a wide acquaintance in New England. He was for some years with Appleton & Cox.

Mr. Wilson will soon go to the home office, and Mr. City will continue in charge of marine in Boston.

Boraker Joins National Fire

Kenneth Boraker, senior license investigator in the Los Angeles office of the California department, has resigned to go with National Fire as special agent with headquarters in Fresno.

Ashcota Tribe Meets

A meeting of the Ashcota tribe, composed of veteran field men, was held in Des Moines with 12 of the 15 active members of the organization in attendance. Chief E. Sterling Freeman of Omaha, presided. The meetings are held semi-annually.

Brown Hail Special Agent

The Fireman's Fund, hail department, which recently opened an office in Wichita, has appointed Jess Brown special agent. Clark Buttell was previously named chief clerk for the office. Both were previously with the Rain & Hail Insurance Bureau.

Arter Returns to Old Field

H. Gordon Arter has returned to his old field as special agent of Fireman's Fund in Utah and southern Idaho with headquarters in Salt Lake City. He was in the navy three years, winning five battle stars, the bronze star, Purple Heart and a presidential citation. He participated in landings at Tarawa, Kwajalein, Saipan, Iwo Jima and Okinawa.

Holland Wins Sales Contest

K. J. Holland, special agent in Cleveland for General of Seattle, secured enough business from local agents to win a mid-western sales contest featuring the company's "Ultra" policy.

The Minnesota Fire Prevention Association Inspected Madison April 23

Iowa Mutual Modifies Deviation

Iowa Mutual of De Witt announces a reduction in deviation to 15% on all mercantile and inland marine lines.

THE OLDEST INSURANCE COMPANY IN THE WORLD



55 FIFTH AVE., NEW YORK

FACTUAL APPRAISALS

Impartial Valuations of Industrial and Commercial Property. Thirty-five years of factual appraisal service to America's most conservative business institutions.

SOUND COMPETENT RESPONSIBLE

The Lloyd-Thomas Co.

APPRAISAL ENGINEERS
EXECUTIVE OFFICES
100 N. LAKE STREET
CHICAGO 40

PROTECT YOUR LATIN AMERICAN INTERESTS



THROUGH LATIN AMERICAN SPECIALISTS

It's sound business to consult specialists for each particular type of insurance. It is equally sound to employ specialists concerning each particular area.

ULTRAMAR is a recognized authority on Latin American insurance. Through its offices, agencies, and correspondents situated throughout the hemisphere, ULTRAMAR acts as Foreign Managers for prominent U. S. and

Latin American insurance companies handling all types of coverage.

ULTRAMAR insurance service offers three basic advantages: 1—Prompt, time-saving settlement. 2—Convenient, direct adjustment under uniform conditions and terms. 3—Payment in either U. S. or local currency, as desired.

We invite queries from individuals, insurance companies, agents, brokers, and business houses anywhere in the Americas. Address whichever office is most convenient to you.

IN HAVANA: Oficinas de Ultramar S. A., Edificio La Metropolitana, Havana, Cuba. Phone: M-9869.

IN NEW YORK: Oficinas de Ultramar S. A. of New York, 80 John Street, New York 7, N.Y. Phone: WHitehall 3-9690.

IN MEXICO CITY: Oficinas de Ultramar de Mexico S.A., Isabel La Catolica, No. 45, Mexico, D. F. Phone: Mex. L-1063.



ADJUSTERS! REDUCE YOUR FIRE CLAIMS!

Consult Us Before Settlements

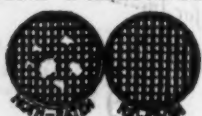
We reweave to perfection Burns, Stains and Damages in Rugs (Oriental and Domestic), Table Cloths, Tapestries, Wearing Apparel and Upholstered Furniture. Finest Cabinet Refinishing of Furniture burnt by cigarette.

All Work Guaranteed

AMERICAN WEAVING COMPANY

Est. 1918

5 North Wabash Ave. Bldg. 13th Floor Chicago
Phone: DEArborn 1693-4



We serve leading Companies and Adjusters throughout the Country. References gladly furnished.

CHICAGO

FAREWELL TO HOME MEN

The three retiring veterans in the Chicago and Cook county office of Home were given a farewell dinner Tuesday evening at the Union League Club with L. J. Fischer, who has just been elevated to resident secretary in charge of all departments at Chicago, presiding. All the men in the Chicago and Cook county office, numbering about 60, attended. A cocktail hour preceded the dinner. Those honored were E. R. Hurd, who is retiring as resident secretary; Carl Koch, formerly manager of the Cook county department of National Liberty and Baltimore American; and Otmar Huncke, assistant manager of the latter two companies.

Among those present was Tilford Webster, formerly Missouri state agent and now assistant Cook county manager, who had just arrived in the city.

PASELK MANAGER FOR SERVICE

E. F. Paselk has been appointed manager of the payroll audit department which has been inaugurated by the Ferguson Personnel of Chicago. Mr. Paselk formerly for 15 years was Chicago manager of the K. L. Pierce Co. of Des Moines, which does similar work. He attended Northwestern University and later was an independent payroll auditor in Chicago.

COMPANIES

New San Francisco Company

Great West Fire & Marine is being organized in San Francisco by Nathan L. Fairbairn, head of California Compensation and the Nathan L. Fairbairn general agency. It is planned to operate the new company as a running mate for the compensation company, which now writes most casualty lines. George P. Williams, former manager of Boston, Providence Washington and other companies, is manager of the general agency.

Brough Pacific National V-P.

At a directors meeting of Pacific National Fire in San Francisco, when John Mylod officially took over as president, C. A. Brough, manager of the Pacific Coast department, was elected vice-president.

D. C. Rate Case Hearing May 14

WASHINGTON—May 14 has been tentatively set for pre-trial proceeding in the District of Columbia fire rate case, in federal court here, provided the judge agrees. The court will set a date for final argument in the case after pre-trial.

Wright Ass't General Adjuster

Home has advanced Adjuster Gerald L. Wright to assistant general adjuster at the head office. He started in 1915 with General Accident after the first war. He was with the J. L. Hautner agency of New York as an adjuster. He joined Home in 1924 as an adjuster in the Metropolitan division. Later he served as adjuster in the Westchester field office and was transferred to New York as a supervisor in 1943.

Mutual Engineers Hold Forth

The Association of Mutual Fire Insurance Engineers is holding its annual meeting at the Stevens Hotel, Chicago, Thursday and Friday. On the program are: R. E. McGinnis, American District Telegraph, speaking on "New Angles in Electrical Protection Services"; James McElroy, National Fire Protection Association engineer, "Building and Fire Prevention Codes"; William Rodda, Mutual Aircraft Conference, "What the Underwriter Needs to Know About Airports"; R. L. Hurley, United Mutual Fire, "A Proposed New National Rating Schedule"; Paul Baker, Mill Mutual, Lansing, "Industrial Dust Collection"; Walter Chesman, chief engineer Improved Risk Mutuals, "Auto Workers Before and After the War"; and Dr. R. C. Steinmetz, Mill Mutual Fire Prevention Bureau, "Observations of an Arson Investigator."

Hartford A. & I. Agency Rallies

The western department of Hartford Accident at Chicago is conducting a series of 15 all-day agency meetings throughout its territory on fidelity-surety, burglary and accident and health. There is a session in the morning, a luncheon gathering and afternoon meeting. About 40 attended such a meeting at Madison, Wis., Tuesday and another is being held at Green Bay, Wis., Thursday. John Hyde, Chicago manager, is conducting these meetings.

Mutual Rally in Worcester

A regional meeting will be conducted by the Mutual Insurance Agents Association of New England in Worcester, Mass., May 9. There will be a luncheon and an insurance clinic conducted by the New England 1752 Club. Arrangements are in charge of Ernest H. Smith and John M. Tully, both of Worcester.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, April 22, 1946

	Par.	Div.	Bid	Asked
American Auto	4	.50	35	36
Aetna Cas.	10	3.00	97	100
Aetna Fire	10	1.80	61 1/2	63 1/2
Aetna Life	10	1.60	54 1/2	56 1/2
Amer. Alliance	10	1.00	24	25 1/2
Amer. Cas.	10	.60	11 1/2	12 1/2
Amer. Equitable	5	1.00	25	26 1/2
Amer. (N. J.)	2.50	.70	21	22 1/2
Amer. Surety	25	2.50	77	80
Balt. Amer.	2.50	.30	7 1/2	8
Boston	100	2.10	73 1/2	76
Camden Fire	5	1.00	24	25 1/2
Contl. Cas.	10	2.00	59 1/2	61
Cont. N. Y.	2.50	2.00	59	60
Fidelity-Phen.	2.50	2.20	63	64
Fire Assn.	10	2.50	65	68
Firemen's (N.J.)	5	.50	16	17
Fireman's Fund	10	3.00	114 1/2	119
Franklin Fire	5	1.00	26	27 1/2
Glens Falls	5	1.85	68 1/2	70
Globe & Repub.	5	.50	12	13
Gt. Amer. Fire	5	1.20	35 1/2	37
Hanover Fire	10	1.20	31 1/2	33
Hartford Fire	10	2.50	126 1/2	129
Home (N. Y.)	5	1.20	34 1/2	35 1/2
Ins. Co. of N. A.	10	3.00	108 1/2	109 1/2
Maryland Cas.	1	...	19	20
Mass. Bonding	12.50	4.00	97	102
Natl. Cas.	10	1.25	31	33
Natl. Fire	10	2.00	72	75
Natl. Liberty	2	.30	7 1/2	8
Natl. Un. Fire	20	5.00	212	220
New Amst. Cas.	2	1.00	35	37
New Hamp.	10	1.90	54	56
North River	2.50	1.00	26 1/2	28
Ohio Cas.	5	.80	35	36
Phoenix Conn.	10	3.00	97	99
Preferred Accl.	5	.80	15	16
Prov. Wash.	10	1.40	42	44
St. Paul F. & M.	12.50	2.00	79	81
Security, Conn.	10	1.40	38	40
Sprgfd. F. & M.	25	4.75	128	132
Standard Accl.	10	1.45	36 1/2	38 1/2
Travelers	100	18.00	670	680
U. S. F. & G.	10	2.00	52	54
U. S. Fire	4	2.00	61	63

*Includes extras.

Jones, Karasek Team Resumes

J. W. Jones and J. F. Karasek, who operated the Jones Claim Service, Keith building, Cleveland, until they entered military service more than two years ago, have received their discharge and are now back on the job of adjusting losses for the companies. The Jones Claim Service specializes in the adjustment of casualty claims.

Hardware Mutuals Promote Rouse

OWATONNA, MINN.—H. L. Rouse has been made manager of the central department of Federated Hardware Mutuals. Since his return from service with the navy Mr. Rouse has been doing special sales promotion experimental work.

Edward C. Ellis, general sales manager of Mutual Implement & Hardware and divisional sales manager of Mutual Implement Division of Federated Hardware Mutuals, has been elected secretary of Mutual Implement & Hardware.

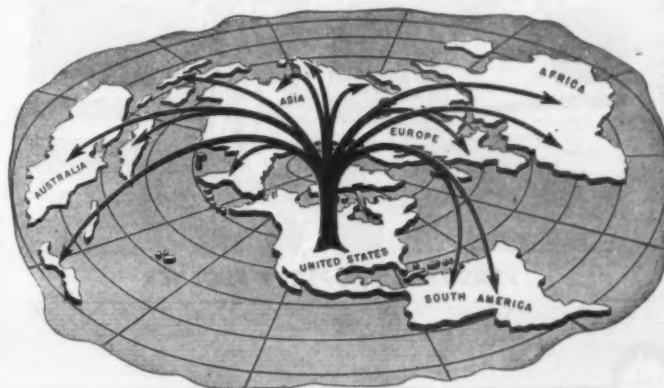
Stone's Death May Delay Big Insurance Decisions

WASHINGTON—As a result of the death of Chief Justice Stone, the possibility is presented that insurance cases pending before the court might have to be reargued, it is believed division of opinion among the court members, or decision in these cases might have to await return of Justice Jackson from Germany. This could postpone the insurance decisions until next term of court, it is believed.

The pending insurance cases include two with important constitutional issues, they being Robertson vs. California and Prudential vs. Benjamin.

Will Name Kentucky Agents

Motors Insurance Corporation has notified the Kentucky department that J. M. Mayer, Louisville, has been given power of attorney to appoint and remove its agents in Kentucky.



Keep Your Insurance Roots Firmly Planted in America

THE American company with investments abroad enjoys many distinct advantages by carrying its insurance coverages in American Insurance companies. Losses incurred thousands of miles from head office are settled promptly here, in the United States, in U.S. dollars, (or, settlement can be made

"on the spot" in local currency if desired). Other equally important considerations are: the policies are contracts in English, issued in the U. S., subject to U. S. jurisdiction; exchange fluctuations are eliminated because both premiums and loss payments are made in U.S. currency.

BROKERS: The AIU deals only through brokers. We invite you to utilize our facilities and services in meeting the needs of your clients abroad. Consult with us on the problems

of foreign legal requirements, perils peculiar to a given area, rates, taxes, and the many other matters which often complicate the handling of foreign insurance.



AMERICAN INTERNATIONAL UNDERWRITERS

111 JOHN STREET, NEW YORK

340 PINE STREET, SAN FRANCISCO

Affiliates and representatives throughout the world

FIRE • AUTOMOBILE • MARINE • CASUALTY

QUEEN CITY FIRE INSURANCE COMPANY

SIoux FALLS

D. P. LEMEN, President

SOUTH DAKOTA

1905 Forty-one years of service 1946



Revision of Rules at W. U. A. Meeting

(CONTINUED FROM PAGE 3)

of the Chicago Board and not be in violation of the federal antitrust act? So far as the Western Underwriters Association is concerned it has no relationship whatever to the Chicago Board.

Secretary C. F. Thomas states that no Chicago Board issue has ever come be-

fore the governing committee of the W. U. A.

The Western Underwriters Association stands on its own feet. It does not take any official cognizance of the Chicago Board, Western Factory, Western Adjustment and other company organizations.

The issue now arising as to the Chicago Board is not a W. U. A. question. There is a committee of western department managers that has the matter under consideration, but they are not constituted as a W. U. A. committee. Four members happen to be W. U. A.

members and the fifth is a Western Insurance Bureau man.

The Chicago Board issue is due solely to the U. S. Supreme Court commerce decision. Company counsel, it is understood, recommends that company managers should not belong to the Chicago Board or any other local organization which has rules similar to the Chicago Board. The company men are anxious not to embarrass the Chicago Board or to indicate any hostility. They regret that conditions have so changed in recent months that attorneys may decide it is wise for the companies to retire from membership in the Chicago Board.

Usually at annual meetings considerable time is taken in considering the good of the order. The machinery has been running smoothly so that Secretary C. F. Thomas has greatly reduced the agenda and only the high spots will be touched. The greater part of the time is open for the discussion of the revision of the rules. Mr. Thomas himself has given a large amount of time and thought to this work in connection with the governing committee.

The Uniform Printing & Supply Division during the last few years has been the host at a cocktail party to which are invited all persons attending the W. U. A. convention. This year it will be held Tuesday evening prior to the Achenbach dinner. The hosts at the cocktail party will be Walter B. Reilly, vice-president and general manager; J. F. Reilly, and P. W. Reilly, vice-presidents, all from Lowell, Mass.; Floyd C. Hoffman, and Donald Rein, vice-presidents, both from Chicago; N. H. Wightman, vice-president, from New York, and H. John Mason and Donald C. Coltrin, western representatives from Chicago.

Stress Undeveloped Lines at Minnesota

(CONTINUED FROM PAGE 3)

"The agent who is both a good salesman and an expert on insurance is a walking argument for the maintenance of the system even if he never says a word about it," Mr. Thompson said. "If our customers believe that their insurance needs are better met and better handled by the local agent and stock company we will have the agency system going strong for many years to come."

He said agents must learn to take a national as well as a state view of their business because of recent developments. He expressed the view that companies "have a great stake in the American agency system and the survival of the independent agent is vital to the survival of stock insurance as we know it today."

Minnesota Mid-Year Meeting Sidelights

A watch was presented Frank S. Preston, former executive secretary and treasurer, who resigned last fall. The presentation was made by Richard A. Thompson, national director from Minnesota. Peter J. Sletterdahl, editor of "Northwest Insurance," principal speaker at the Preston testimonial dinner, paid him tribute for his achievements in association work. Charles F. Liscomb, past national president, was toastmaster.

The opening day luncheon was provided by the Hartford Accident.

The Minnesota association does not lack for musical talent at its conventions. With Executive Secretary George Blomgren's rich baritone voice and Leonard Zell, state agent of Hanover, at the piano, the meetings always get off to a good start.

Illness prevented Wheaton A. Williams, vice-president of Fred L. Gray Co., from conducting the special feature put on by H. R. Kurth, Hutchinson, and Frank Bagan, editor of the Hutchinson "Leader." Burleigh Stephenson, secretary of Fred L. Gray Co., took his place.

President William Knudsen of Hibbing presided at all sessions and kept the program moving along smoothly.

Among the ex-servicemen who have recently entered the local agency business in Minnesota and were attending their first state association meeting were Bruce A. Bendell and Hamilton Ross

with the Caswell-Ross agency at Minneapolis, and Donald Farnham who has joined the Ramsey county agency at St. Paul.

More than 100 women from four states met at Oklahoma City for the regional conference of the National Association of Insurance Women. Mrs. Irene Brinkley, Tulsa, regional director, spoke.

WANT ADS

WANTED INSURANCE MAN

Well established agency in San Antonio, with best companies and unlimited opportunity, wants to employ a man with general insurance knowledge and sales ability. Here's a real opportunity. Give experience and full qualifications. All correspondence confidential. Address F-63, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED—BY ESTABLISHED GENERAL AGENCY

Experienced Fire Underwriter and producer with working knowledge of standard inland marine classes. Illinois and Midwest territory. Offers a satisfactory present and excellent future to a man with ambition, intelligence and initiative. Give full particulars in confidence, preparatory to interview. Write F-62, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Engineer Wanted

Fire protection engineer wanted by large insurance agency with headquarters in Chicago. Either experienced or recent graduate. Good opportunity. In reply state age, experience or education. Address F-55, care The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Illinois.

FIELDMAN WANTED

Prefer not over 35, assistant to State Agent associated stock company group. Travel Ohio, headquarters Columbus. Fire, Inland Marine, some knowledge casualty but not essential. State salary desired. experience and full particulars. Address F-73, The National Underwriter, 175 W. Jackson Blvd., Chicago 3, Ill.

STATE AGENT WANTED

Large southwest General Agency desires Louisiana State Agent. An excellent opportunity for capable man. Replies treated confidentially. Address F-76, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

FIRE FIELD MAN WANTED

For Michigan territory. Between 25 and 35 years old. Large Eastern company. All replies confidential. Give qualifications in letter. Address F-77, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

INSPECTOR WANTED

A general fire insurance inspection concern wants a man with general office underwriting or field rating experience, or technical graduate, for inspection work. Write, stating qualifications. All correspondence confidential. Address F-79, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Long established Service Organization requires competent general Insurance Analyst. Must be familiar with property and casualty coverages and willing to travel. Permanent position and attractive remuneration. Submit age, experience, education and credentials in confidence. Address F-81, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.



PERSONAL PROPERTY FLOATER



PROVIDENCE WASHINGTON
INSURANCE COMPANY

ANCHOR INSURANCE COMPANY
INCORPORATED 1928

PROVIDENCE, RHODE ISLAND

BOTH COMPANIES WRITE

FIRE, WINDSTORM AND ALLIED LINES • OCEAN AND INLAND MARINE • ALL RISKS
AIR CARGO • AUTOMOBILE, COMPREHENSIVE, FIRE, THEFT AND COLLISION

THE CHARTER OAK FIRE INSURANCE COMPANY
Hartford, Connecticut

One of The Travelers Companies.



POINTERS FOR LOCAL AGENTS

Agents Can Increase Volume with P.P.F. Sales

According to agents, the personal property floater "is a terrible policy, it is too expensive, it is only for people of wealth, it is too complicated." In refutation of these criticisms, Edward Carroll, special agent of Manufacturers Fire in northern New Jersey, pointed out how the policy can be made one of an agency's principal sources of new premium volume, in a talk before the New Jersey Association of Insurance Agents in Newark.

Mr. Carroll admitted that the companies may have swamped agents with reams of material dealing with the P.P.F., in an effort to explain it and get agents to sell it. The agent may have been confused but should not have remained so, he said.

Group of Known Covers

Most agents are familiar with the fire policy, the extended coverage endorsement, residence burglary, personal effects floater, fine arts, fur floater, to name only a few, he said. What the policy covers is not of much interest to assured. It's what it doesn't cover that is his prime interest. If the agent reviews the few exceptions as to property covered and the few exceptions as to perils, the personal floater is even less confusing than the ordinary household fire policy. The policy should be presented on the basis that it protects against all loss but the few exceptions which the agent can then enumerate.

The policy does not cost too much, and is not simply for the well-to-do. Take an average client of moderate means, Mr. Carroll suggested. He has probably a \$2,000 household furniture policy covering against fire and supplemental and a \$1,000 burglary policy. What is his three year premium? On the average, his fire and supplemental would cost about \$14 for three years and the burglary around \$35 or a total of \$49. He could have personal property floater for just about the same price, with deductible. Inserting the deductible should raise no objection, since on the basis of present insurance it would only limit recovery for loss arising from mysterious disappearance, and the burglary insurance business has now placed a deductible in its policies. Furthermore, if the prospective client has a personal jewelry and/or a fur floater, the chances are it is now on an annual basis so that a savings can be effected by including it in a three year personal property floater policy. The assured will have better and broader protection at essentially the same cost, he said.

Cuts Down Expense

By writing only one policy which in most cases is written by the company anyway—the agent has not only cut down office detail but has greatly reduced the number of bookkeeping entries, accounts, checks, etc., which leaves more time for production.

There are now a great many personal property floater policies in force in New Jersey, but they come from a very small percentage of agents. There is danger of having a burglary renewal returned because it has been absorbed by a personal property floater written by another agent. If an agent loses personal lines, he may lose commercial renewals of the same assured. Many agents never overlook the necessity of surveying an ac-

count, and in many instances have had the commercial lines engineered. Successful solicitation of business often is based on discovery of non-concurrencies or limited policies in force which the agent can improve at the same or less cost in the same type of company. Every presentation of a personal property floater will not result in a sale, but in properly presenting the policy all personals must be discussed and this may well produce increased fire or burglary business.

Increased premium income of necessity must come from new lines secured from present policyholders or by securing new accounts. Mr. Carroll believes the P.P.F. would produce a substantial amount of new business. The average personal property floater policy will run about \$200. Two \$200 policies per week add up to \$20,000 per year. Adding sales made when the personal property floater is rejected could bring the total to \$40,000 of new business. Two personal property floaters per week is not too much to expect, experience shows. He recommended setting aside one day a week to sell the P.P.F. With four or five good prospects, certainly two sales were not too much to expect.

If the agent is unsure of his handling of the policy, he can call on the company special agent. It is a good policy and can be sold, he said.

Mutual Mistake Contract Valid

The Oklahoma supreme court has held that when the wrong person is named in a mortgage clause a mutual mistake exists and an insurance company covering the conditional sales contract is liable to the person who should have been named. The case may be found in C.C.H. report 8, paragraph 301,234.

Six Selling Principles Told by Potter

Six principles of successful insurance sales methods were outlined by Francis W. Potter, field supervisor Aetna Casualty, in an address before the second annual fire and casualty insurance conference at Ohio State University, Columbus. He discussed sales methods at work, describing the first principle as the "by the way" approach. An agent often can sell the simpler policies merely by mentioning insurance, as: "By the way, Bill, have you heard about the new residence and outside theft policy?"

Advocates Use of Phone

The "use the phone and save time" principle is second. A folder sent in advance describing a certain policy is followed up by a short phone call which often sells a policy. Third is getting down to business, by eliminating long, irrelevant discussions. Mr. Potter advocated making a sales presentation not over 12 minutes, as most business men will not concentrate longer on a conversation and usually interruptions will start within that time.

The fourth principle is "pre-approach" method. Mr. Potter recommended before any sales approach the agent secure all the little details and bits of information on his prospect. In presenting policy features, the agent should emphasize those features which especially pertain to the prospect.

Asks Leading Questions

The question method is the fifth principle. "Nothing is more effective to create the interest of your prospect at the very start of your interview than asking him one or more leading questions. This method is particularly

helpful with cold canvass, and when calling on prospects with whom you have had little previous contact. Always make the questions such that they create interest, and are of a type that only the agent knows the answer."

Urges Selling Extras

Next is, "sell all the extras that go with the contract" by saying, "If you expect to quote a premium of \$35, talk about your contract in such a way that your prospect expects you to quote at least \$50." In other words, be explicit, tell the prospect all the protection this policy gives him.

"Insurance is an intangible product," he concluded, "but if you will be optimistic and enthusiastic, if you will know all about the prospect and his needs before the interview, if you will get down to business, using the 'by the way' approach and the telephone for the simpler contracts, and if you will work, I predict your success in our business, no matter what the obstacles."

Appeal Oklahoma Tax Case

OKLAHOMA CITY—Prudential has appealed to the supreme court of Oklahoma from a district court ruling on the constitutionality of the Oklahoma 4% premium tax.

The district court sustained constitutionality of the measure but held that the provision for a sliding scale of exemptions is discriminatory and therefore invalid as it is based on investments of each company within the state.

Prudential paid, under protest, \$109,624 in taxes on gross premiums collected in Oklahoma in 1944.

MARSH & McLENNAN

INCORPORATED

Insurance

CHICAGO

NEW YORK

BOSTON
PITTSBURGH
WASHINGTON
BUFFALO
PHOENIX
PORTLAND
LONDON

DETROIT
MINNEAPOLIS
ST. PAUL
ST. LOUIS
CLEVELAND
COLUMBUS
VANCOUVER
MONTREAL

SAN FRANCISCO
LOS ANGELES
SEATTLE
DULUTH
INDIANAPOLIS
MILWAUKEE
HAVANA

Established 1871

EDITORIAL COMMENT

Planning Now for the Future

"Who will be the top executive in a company five of 10 years from now?" is a question that recurs in the insurance business.

The normal development of men of executive caliber and the gradual process of promotions and seasoning was violently disturbed by the depression and then by the war. In many companies during the war it became apparent that there was going to be a gap created if one did not already exist.

Perhaps the insurance industry has not concerned itself about this problem as much as it should or to the extent that other businesses have felt it wise and necessary to do. Often there have been two or three executives at the top, more or less contemporaneous. Death in some period of three or four years might well strip a company of its principal executive talent.

These are companies in the business where the need for several younger executives down the line, and not just one or two, is apparent. Failure to develop some sort of program that produces executive timber is a dereliction in the duty owed by current management to the company, the public and stockholders. Lack of a program may not create a problem for years, and then suddenly explode in the form of a real crisis that seriously endangers a company's existence. This may well show up at a time when the very best executive ability and judgment is needed and needed in some quantity, at a time of strain such as a depression. One factor is a regular schedule of retirements. When paid for

pension plans reach the point where all companies have them and retirement is enforced, there will be incentive throughout industry for companies to bring young men along.

The war prevented companies from doing much to bring young men along, but it dramatized the situation for many companies and more attention is being paid to its correction.

Several companies now have veterans education programs to reinduct former employees, out of which executive material can be expected to develop. Within some of these larger programs for rebuilding manpower are specific plans for selecting future executives. A few of the companies even have training courses designed especially for the development of executive material.

One thing that the companies are discovering is that although the war interrupted the careers of most of the young men now being added to insurance company staffs, it did give them a period of seasoning which they would have had to get anyway. Much is expected of them. They have the youthful viewpoint. Their advancement in civilian life has been delayed, which gives them an extra incentive for learning rapidly and working hard. The insurance industry as a whole recognizes one of its chief problems and is doing something about it in a constructive way.

In the years ahead the planning and training now being done will prove itself.

Administration and Production

Sometimes we are too much inclined to draw a sharp line of demarcation between administration and production. We fail to realize that the two should walk together. Production will lag if the administrative side is not active, energetic and progressive. If the production end of a company is allowed to sag and more or less decay the administrative personnel reflects the situation.

There is not the astuteness, sagacity and resourcefulness exhibited in improving administrative methods when the production end does not use them.

These two essential factors in a company should be in harmony and work not only with an eye on their own side of the fence but they should keep an outlook on the other. The two go together.

Invest Now for Future Return

While in many localities banks and agents are thumping the drum for the bank-agent plan, have set up programs for making the plan work, and have actually gone out and started talking with future buyers of automobiles, bankers and insurance company men both have

in recent days expressed considerable disappointment at the lack of vigorous effort on the part of agents.

There is no question that the next 12 or 18 months will be the critical period for the agent who intends to participate in automobile business on a broad

basis. Unless he gets out and invests some effort now, he cannot expect to cash in when automobiles begin to run off the production lines in great numbers and everyone who wants one can buy it. This is, of course, the discour-

aging phase of the bank-agent plan. This spade work must be done. The agent must invest his time and effort now for the future benefits. He cannot expect an immediate return upon such missionary activities.

PERSONAL SIDE OF THE BUSINESS

Walter Krieger, brokerage manager of Home, is visiting some of the middle western offices of his company including Chicago, Indianapolis, St. Louis and Kansas City. This is the first time in four years that he has done any traveling.

George Fairleigh, treasurer-assistant secretary of National Association of Insurance Agents, is back on the job after a week's absence following an operation for varicose veins.

Will S. Thompson, president of Great American Life of Hutchinson, Kan.,



Will S. Thompson

and veteran local agent there, is being honored at a breakfast May 1 by insurance men on the 50th anniversary of the founding of his agency, in recent years known as the Will S. Thompson-Kline Insurance Agency. Mr. Thompson's first appointment was for Sun, followed shortly by North America, which companies have been represented continuously since. Partners in the agency with Mr. Thompson now are N. N. Kline and his three sons, recently returned from the service, N. N., Jr., John and Will.

George W. Scott, until recently educational director of N.A.I.A., has joined the Steidinger Press in New York as manager.

William J. Bunce, president of Macomber & Co., fine arts underwriters, has been making a tour of the far and middle west visiting branch offices. He is now on his way to San Francisco and Los Angeles.

Clant M. Seay, manager of the Mississippi Association of Insurance Agents, and Mrs. Seay announce the birth of a son who has been named Clanton McInnis Seay, Jr.

L. E. Kietzman, secretary of American, lectured on property insurance before a class of industrial realtors at the Rutgers University extension division.

W. L. Jack Nelson, formerly active in aviation insurance, is now president of Servair Aviation Corp., Washington, D. C. The firm acts as distributors of Ercope airplanes and Bendix aircraft radios, for Kentucky, West Virginia, southern Ohio, Virginia and the District of Columbia. He also operates as an insurance broker in Washington. While in the aviation insurance field Mr. Nelson was chief underwriter of U. S. Aviation Underwriters, then production manager. Later he became aviation manager for Newhouse & Sayre, aviation general agents for the Employers group. Leaving insurance, he became chief of aircraft priorities branch of the war pro-

duction board, assistant director of the CAA war training service, and then executive secretary of the CAA non-scheduled flying advisory committee.

Carl Pfeiffer of Anderson & Newell, Little Rock general agency, and Mrs. Pfeiffer announce the birth of a daughter, Mary Jeanette.

On April 28 Mr. and Mrs. **Fred G. Rapp** of Columbia, Ill., will celebrate their 50th wedding anniversary. Four years ago Mr. Rapp celebrated his 50th anniversary in the insurance business at a testimonial banquet given by 600 of his friends from southern Illinois.

Gilbert Kingan, United States manager of London & Lancashire, is taking a countrywide trip. He visited the western department at Chicago, conferring with Manager Carl Claussen and his associates. He then went to San Francisco to visit the coast department.

B. B. Hobbs, local agent of Keokuk, Ia., celebrated his 50th anniversary in the insurance business Wednesday. A party of company representatives, field men and local agents attended a dinner in his honor.

D. E. Waggaman, special agent for Commercial Union at Oklahoma City, is deploring the fact that his wife must return to her home in Boston because he can not find housing in the city.

DEATHS

Ralph Abbott, former examiner for the Iowa department, died at Los Angeles, where he had resided since leaving the department in 1942. He was with the Iowa department nearly 10 years and moved to California after suffering a stroke. He had been virtually bedfast since then. He was with Modern Brotherhood of America at Mason City, Ia., before joining the department.

Milton Best of Fremont, N. C., vice-president of the North Carolina Association of Insurance Agents, died at his home last week. Mr. Best had been active in association matters and served on the board as chairman of various committees. He was a past president of the Wayne County Insurance Exchange. He was slated to become president of the North Carolina Association at the May election.

George E. Robishaw, 72, Ashtabula, O., died there. He had been with the Dodge agency in recent years, and in the insurance field for more than 40 years.

Michael J. O'Connell, 69, who retired about a year ago after having been connected with Marsh & McLennan at Chicago more than 45 years, died at Mercy hospital, Chicago, Saturday of a heart ailment. He had entered the hospital just the day before. At the time of his retirement he was a contact man with

THE NATIONAL UNDERWRITER

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone Wabash 2704.
EDITORIAL DEPT.: C. M. Cartwright, Editor. Levering Cartwright, Managing Editor. News Editor: F. A. Post. Associate Editors: D. R. Schilling, J. C. O'Connor. Assistant Editors: Richard J. Thain, John C. Burrledge.

LIFE INSURANCE EDITION
PUBLISHED EVERY FRIDAY

BUSINESS DEPT.: Howard J. Burrledge, President. Louis H. Martin, Vice-President and Secretary. John Z. Herschede, Treasurer.

BRANCH OFFICES IN KEY CITIES

ATLANTA 2, GA.—560 Trust Co. of Ga. Bldg., Tel. Walnut 5867. Ernest E. Hess, Southeastern Manager.

BOSTON 16, MASS.—80 Boylston St.—Room 1227, Tel. Hubbard 8696. William A. Scanlon, Vice-President.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2704. O. E. Schwartz, Associate Manager. L. N. Yellowless, Advertising Manager.

CINCINNATI 2, OHIO—420 E. Fourth St.

Tel. Parkway 2140. Abner Thorp, Jr., Vice-President. George C. Roeding, Associate Manager; George E. Wohlgenuth, News Editor.

DALLAS 1, TEXAS—802 Wilson Bldg., Tel. Central 5833. Fred B. Humphrey, Southwestern Manager.

DES MOINES 12, IOWA—3333 Grand Ave., Tel. 7-4677. R. J. Chapman, Resident Manager.

DETROIT 26, MICH.—1015 Transportation Bldg., Tel. Randolph 3994. A. J. Edwards,

Resident Manager.

KANSAS CITY 6, MO.—605 Columbia Bank Bldg., Tel. Victor 9157. William J. Gessing, Resident Manager.

MINNEAPOLIS 2, MINN.—503 Northwestern Bank Bldg., Tel. Bridgeport 7838. R. W. Landstrom, Resident Manager.

NEW YORK 7, N. Y.—99 John St., Room 1103, Tel. Beekman 3-3958. Editorial Dept.—R. B. Mitchell, Eastern Editor; Kenneth O. Force,

Associate Editor. Business Dept.—Ralph E. Richman, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers.

PHILADELPHIA 9, PA.—123 E. Broad Street, Room 1127. Tel. Pennypacker 2704. E. H. Fredrikson, Resident Manager.

SAN FRANCISCO 4, CAL.—567-3-9 Flatiron Bldg., Tel. EXbrook 3054. F. W. Bland, Pacific Coast Manager. Guy C. Macdonald, Pacific Coast Editor.



lan. This
he agent
now for
ot expect
mission-

S
or of the
then ex-
on-sched-

Newell,
and Mrs.
of a

Fred G.
celebrate
y. Four
his 50th
business at
100 of his

es man-
is taking
the west-
onferring
d his as-
an Fran-
nt.

Keokuk.
ersary in
esday. A
ves, field
a dinner

gent for
ma City,
wife must
because
city.

ainer for
Los An-
nce leav-
was with
10 years
suffering
y bedfast
n Broth-
City, Ia.,

C., vice-
na Asso-
ed at his
ad been
d served
various
resident
nce Exe-
preside-
ssociation

shatabla,
with the
, and in
than 40

o retired
een con-
a at Chi-
at Mercy
a heart
hospital
ne of his
uan with

ITION
RIDAY
dash 2704.
t. Martin,

Ralph E.
and W. J.

ad Street,
E. E.

Platiron
nd, Pacific
d, Pacific

brokers. He started as an office boy and over the years became one of the most familiar and friendly figures in the M. & M. organization.

John G. McHale, Minnesota state agent of New York Underwriters and widely known in the middlewest, died at Anchor hospital, St. Paul, Monday, of cerebral hemorrhage. His widow, four sons and three daughters survive. Mr. McHale was born at Pittsburgh in 1889 and in 1915 became Missouri special agent for Queen. In 1918 he went with New York Underwriters as state agent for southern Illinois with headquarters at St. Louis and served in that position until he was transferred to St. Paul about eight years ago. He was most loyal gander of the Missouri Blue Goose in 1931-32, was a member of the executive committee of the old Illinois State Board and was president of the Minnesota Fire Prevention Association in 1942-43. He was a leader in Business Development Office work. A son, Robert F., was with St. Paul F. & M. until he entered military service.

Representing New York Underwriters at the funeral Thursday will be Secretary G. W. Owen from the head office and C. R. Watkins of Chicago, executive special agent.

At the time of his death Mr. McHale was chairman of the executive committee of the Minnesota Underwriters Association.

Robinson-Patman Menaces Brokers

(CONTINUED FROM PAGE 4)

mean, then, that brokers must work at odds with insurers. Company officials will agree that in insurance as in other businesses the greatest success lies in anticipating and meeting public needs. Differences of views in the councils of the business will stimulate greater and more constructive effort.

Should Support Common Program

It does not mean that producers need to work against each other. There is no reason why all intermediaries should not support a common program. The trend for years has been away from primary allegiance to the insurers. Many agents regard the public as entitled to their primary allegiance. The emphasis on public welfare will give this movement momentum.

Producers will and should be called into the councils of insurance to aid in formulating policies and plans. They can urge improvements in the business. Mr. Sawyer suggested an example. The fire insurers are spending a great deal calling attention of property owners to the dangers of under-insurance. The policyholder has no way of determining proper values for insurance purposes. If he employs a professional appraiser he has no assurance that in case of loss the appraisal would be accepted by his insurer. If he carries too much insurance he is throwing away money. If he carries too little he may become subject to a coinsurance penalty. No other great business would have been content to leave the public in this predicament.

Nation-wide Appraisal Service

There should be a nation-wide appraisal service. Every insured should be encouraged to use it. A written application would be required in which would be incorporated certain necessary information. The service would be inexpensive as possible but at the expense of the policyholder. In event of loss the appraisal figure would, unless the application was found to contain untrue information, be accepted for adjustment as the true property value.

The plan might be confined at first to buildings and other structures and later extended to contents. It could become a well recognized and valuable part of the service of the insurance business.

Intermediaries might urge adoption in all states of statutory provisions permit-

ting mortgagees to require that mortgageors carry full insurance to value on the mortgaged property. Some states limit required insurance to the mortgage indebtedness.

Put Public Interest First

There are hundreds of other ideas of this kind that would be of value to the public, Mr. Sawyer said. An example of the need for leadership in looking after the public's insurance needs is found in the so-called floor plan. Two great branches of a great business are so hopelessly entangled in the web of self-created rules and definitions that the business cannot function until some one, an insurance supervisor or group of producers, can convince them that public interest must take precedence over selfish, internal quarrels.

Directors elected are Benjamin W. Blakey of Benedict & Benedict; James F. Brennan of Rollins, Burdick, Hunter; Clement L. Despard of Despard & Co.; F. Porter Gore of Francis C. Carr & Co.; Reuben E. Kipp of Delaney, Kipp & Swann; George E. Nichols of Gaines, Silvey & Nichols, and H. W. Schaefer of H. W. Schaefer Co. for three years, and C. W. Burnham of Dunlaevy, Cleaves & Burnham for one year. Directors later will elect officers.

Mr. Burnham and C. J. Reid were named trustees to handle group insurance on members and their employees for life and accident. Prudential is writing the coverage.

President Brennan gave his annual report and presided at the luncheon, which was attended by about 300.

Late Casualty News

R. R. Gilkey, Retired Surety Leader, Dies at 75

Roscoe Reed Gilkey, 75, secretary-treasurer of the Surety Association of America from 1912 until his retirement in 1940, died at his home at Glen Ridge, N. J., after a long illness. He was buried at Montclair.

Surviving Mr. Gilkey are his widow, Mrs. Marion Porter Gilkey, and three brothers, Samuel M. of Tulsa, Leon L. of Kansas City, and William M. of Chicago.

Born in Chicago, Mr. Gilkey was graduated from University of Iowa. He was a member of the Illinois bar, and prior to joining Surety Association as its first elected secretary-treasurer, he was Chicago manager of American Surety.

Mr. Gilkey went with American Surety when Daniel T. Hunt, a former Chicago postmaster, was manager. Mr. Gilkey served as Mr. Hunt's "trouble man." It was his duty to act as "devil's advocate" and point out the reason why any questionable risk should not be written. He became manager upon Mr. Hunt's death. He was not equipped by experience or temperament, however, for production duties. He shortly thereafter went to Surety Association and he was splendidly suited to that type of activity and contributed much to the cause of suretyship.

Clark Bowen Rejoins Standard

Clark Bowen, a navy lieutenant, formerly in the Detroit branch of Standard Accident, has returned from service and is now connected with the home office administration department. While in service, he was commanding officer of the minesweeper Nightingale, and later was assigned to the S. S. Amicus, a repair ship in the South Pacific.

He is the son of Charles C. Bowen, president of Standard.

Robb Is Millikan Successor

The James R. Millikan agency at Cincinnati has been transferred to David L. Robb, doing business as James R. Millikan & Co. Mr. Millikan died recently.



YOU WILL BE BEHIND AN 8-BALL

if one of your clients, after experiencing a fire loss, finds to his sorrow that he has not been carrying adequate insurance protection, and reprimands you because you did not urgently recommend that he bring his insurance into line with today's increased building costs!



THE SPRINGFIELD GROUP

W. B. CRUTTENDEN, Chairman of the Board

WM. A. HERBERT, President

SPRINGFIELD FIRE & MARINE INSURANCE COMPANY
CONSTITUTION DEPARTMENT
SENTINEL FIRE INSURANCE COMPANY
MICHIGAN FIRE & MARINE INSURANCE COMPANY
NEW ENGLAND FIRE INSURANCE COMPANY

SPRINGFIELD, MASS.
SPRINGFIELD, MASS.
DETROIT, MICH.
SPRINGFIELD, MASS.

OF FIRE INSURANCE COMPANIES

THE LONDON & LANCASHIRE INSURANCE COMPANY, LTD.

ORIENT INSURANCE COMPANY

LAW UNION & ROCK INSURANCE COMPANY, LTD.

SAFEGUARD INSURANCE COMPANY

ENGLISH AMERICAN UNDERWRITERS AGENCY

STANDARD MARINE INSURANCE COMPANY, LTD. (Fire Dept.)

LONDON & LANCASHIRE INDEMNITY COMPANY OF AMERICA

Eastern Department
20 Trinity St.
Hartford, Connecticut

Pacific Department
332 Pine St.
San Francisco, Cal.

Western Department
223 W. Jackson Blvd.
Chicago, Illinois

For Over Fifty Years Good Friends of Local Agents

The EMPLOYERS' practical and flexible service of Reinsurance in the Automotive liability lines has grown parallel to the evolution of motorized travel and its attendant underwriting requirements. Our accumulated experience, research and facilities are constantly at the call of Companies underwriting in this field.

EMPLOYERS REINSURANCE CORPORATION

J. B. ROBERTSON—PRESIDENT

KANSAS CITY

NEW YORK

CHICAGO

SAN FRANCISCO

LOS ANGELES

The
UNI

Alab
Disc
at M

Ad
Ele
Pla

MON
to its c
tion of
lative p
lative c
midyear
Associat
The
ing the
at the
as it r
stitution
The
provide



G. I.

in the
elect a
would
Septem
to serv
will be
this ye
This
ever he
A lunch
Insuran
than 1
men.
The
that 27
to the
fiscal y
ship no
commit
Murphr
mittee
one of
one nev
Hunter

The
at this
N.A.I.A.
ing an
also ex
concern
bama
scribed
the Nat
of mem
their se
placed
need fo
tion act
in other
that nev
be put
of the
local ag
program
In o
John O
briefly
executi
commit

Alabama Association Discusses Policies at Midyear Meet

Adopt New Method of Electing Directors; Plan University Course

MONTGOMERY — An amendment to its constitution providing for the election of directors by districts, and a legislative policy for the guidance of its legislative committee, were adopted at the midyear meeting here of the Alabama Association of Insurance Agents.

The association went on record favoring the holding of a short course school at the University of Alabama as soon as it may be convenient for that institution to furnish facilities.

The amendment to the constitution provides that there shall be 16 districts



G. H. Butler



J. O'C. Jackson

in the state, and that each district shall elect a director. Eight of the districts would elect at the annual convention in September of each year, such directors to serve two years. The new system will be started at the annual convention this year.

This was the first mid-year meeting ever held by the Alabama association. A luncheon given by the Montgomery Insurance Exchange assembled more than 125 local agents and company men.

The membership committee reported that 27 new members had been added to the roster since the beginning of the fiscal year, and that the total membership now amounts to 265 agencies. This committee is headed by William H. Murphree of Troy, and when his committee held a meeting April 18 every one of his associates brought in at least one new application.

Hunter Brown Is Guest

The special guest of the association at this meeting was Hunter Brown, N.A.I.A. president. In addition to giving an extemporaneous talk Mr. Brown also expressed his personal viewpoint concerning various topics on the Alabama agenda. President Brown described the efforts being put forth by the National association for the benefit of members to enable them to improve their services in the public interest. He placed particular emphasis upon the need for more intensified public relation activities, not only in Alabama but in other states, and he urged especially that new fire prevention material should be put to diligent use, because it is one of the finest steps ever taken to assist local agents with their public relations program.

In opening the meeting President John O'C. Jackson of Mobile reviewed briefly the meetings of the directors, the executive committee, and the legislative committee held the afternoon before. He

"California Plan" of Medical Benefits Is Announced

Five companies have announced a plan to write comprehensive medical and hospital insurance on California state residents if the medical profession will accept standard fee schedules in payment for services to persons in lower income groups.

Details of the proposal, known as "the California plan," have been mailed to more than 9,000 licensed physicians and surgeons who are being invited to approve and establish standard rates for all medical services to persons insured under the plan whose annual earnings are under \$3,000 if single, \$4,000 if married but without family and under \$5,000 if married and parents of children under 18.

Companies cooperating as the California Health Insurance Conference to offer the plan are Associated Indemnity, California-Western States Life, Federal Life of Chicago, Occidental Life and Pacific Employers.

Under the "California plan," conference companies will guarantee payment of expenses incurred for medical, surgical and hospital care under uniform indemnity schedules in policies either on individual persons and families or on groups of 10 or more persons such as employees of a common employer, members of labor unions, employee or trade associations and farm granges.

Physicians and surgeons would automatically charge standard fees provided in policies to insured patients in income levels below agreed amounts. Payments to insured of higher income would be made on the standard schedules, but doctors would reserve the right to charge larger fees against which benefits would serve as partial payment. It is estimated the plan would cover 95% of the medical care and hospitalization costs needed by persons in lower income brackets.

Specific advantages claimed for the plan by company executives are:

The plan is voluntary. The participant remains free to choose his own physician, surgeon or hospital. Where the insured is a member of a group of covered persons, indemnification will be made for disabilities existing when the coverage goes in effect, according to present plans.

Indicated overall advantages include avoidance of need for new governmental agencies or bureaus to administer the plan. Benefits will be provided by an extension of existing organization of underwriting companies, using trained personnel which is already administering similar but less extensive plans now in force.

Assurance of a low premium rate schedule within reach of all is expected through the maintenance of competition. While indemnities will be uniform, policies will not be jointly written, each participating company writing its own contracts. Membership in the conference is open to all companies licensed for accident and health in California.

also gave an account of the trip he had made recently contacting members and prospects, and complimented the membership committee on its endeavors. He called upon every member of the association to take renewed interest in public affairs, to rally to the support of the central office, and to be prepared for increasing demands upon the facilities and morale of the organization.

Farm Agents to Participate

Discussion on rates, rules and forms was opened by Jesse C. Hearn of Roanoke, chairman of the committee and vice-president of the association. He made reference to the meetings of the committee, then called upon James O. Hargis, Jr., vice-chairman of the com-

(CONTINUED ON PAGE 24)

Milliman Speaks on Health Plans

Equitable Society's Asso- ciate Actuary Addresses Philosophical Society

W. A. Milliman, vice-president and associate actuary of Equitable Society, addressed the American Philosophical Society meeting in Philadelphia on the subject of the relationships between governmental and private responsibilities for national health.

Although there are certain essential health activities which are the sole province of government, and certain ones the domain of private individuals and non-governmental institutions, there is a twilight zone of joint responsibility in which there has developed sharp disagreement, he said.

This disagreement is over the nature of the responsibility which government should assume for the provision of medical care for the self-supporting citizen and the extent to which government should assume responsibility for the continuation of the worker's income during disability periods.

Government Proposal Falls Short

The current government proposal for medical care is the Wagner-Murray-Dingell bill, which many authorities believe falls far short of being adequately effective, Mr. Milliman said.

The kind of medical care presently available to the average American citizen, Mr. Milliman said, is not providing sufficient protection through preventive care; adequate facilities and personnel for good medical care for the entire population are lacking; and that care, were it available, would be above the financial reach of a large percentage of the public.

The Wagner-Murray-Dingell measure necessarily would call for many controls on the way doctors, dentists and other medical practitioners operate, affecting the compensation system in such a way that in the end eligible persons would be less able to avail themselves of services and the professions in turn would offer reduced services through abuses and antagonism to the system.

"As a result," he declared, "it is doubtful whether members of the medical profession would willingly participate in a plan of compulsory health insurance in sufficient numbers to enable it to achieve its objectives."

Must Attract New Material

Mr. Milliman said that it is vital to maintain a compensation system sufficiently attractive to induce future eligible candidates for the professions to come into them.

Turning to the subject of cash benefits for workers who have been temporarily disabled, Mr. Milliman said that the continuation of a part of the wage earner's income during disability is as important to his health and well being as is the provision of good medical care but the typical proposal for compulsory temporary disability benefits is a monopolistic state insurance fund which approximates in amount and length of payment the provisions of unemployment compensation benefits and there are many who believe that this is an undesirable extension of the field of governmental operations.

The principal defect in such a system is that the employer, the one party involved in the plan who is best able to guard against abuses such as feigned illness or unnecessary prolongment of convalescence, is omitted from responsibility for supervision and administration of the plan. He said that the employer is ideally suited to responsibilities of ad-

(CONTINUED ON PAGE 22)

Harrington Voices Misgivings as to Rate Law Trend

Soliloquizes That Inde- pendents May Be Unrea- sonably Regimented

Commissioner Harrington of Massachusetts, in addressing the meeting of the Zone 2 commissioners at Charleston, W. Va., suggested that in the development of proposed rating legislation, too much consideration may have been given to providing protection from the penalties of the Sherman act for those companies desiring to operate rating bureaus. He declared that there is no legal reason why independent insurers should be required to file for approval their rates accompanied by data to support the tariff, except possibly when operating under compulsory insurance laws. The independent, he pointed out, needs no protection from the Sherman act if it is not engaged in joint rate making activities or practices which tend to create a monopoly.

It may very well be argued that the rates of the independent should not be inadequate, excessive or unfairly discriminatory and hence the law might require that filings be made so that the commissioner may be aware of the rates being used by independents and have the right to examine them and the supporting data if he believes that they are inadequate, excessive or unfairly discriminatory. This, Mr. Harrington said, might be sufficient additional supervision to serve the public interests.

Double Standard Theory

This theory, he declared, is challenged by those who believe "in rating bureaus as a double standard—one standard for companies that combine and another standard for independent companies." Mr. Harrington indicated that he does not share that theory. Those companies making rates in combination, he said, need some release from the penalties of the Sherman act. Those companies that operate independently need no such release.

"Should they be subjected to restraints not required by the impact of the S.E.U.A. decision?" he asked. "If the enactment of rating laws has the effect of interfering with activities of soundly managed and soundly financed independent companies, operating in the public interest, and if as a result, the cost of insurance is substantially increased, we may find that it would have been more desirable to give greater consideration to this situation."

Mr. Harrington suggested that it might be well to give further consideration to this problem so that an alternative approach may be provided that will enable the independent to exercise the freedom of action which has provided greater competition in the industry than would have existed had all companies been members or subscribers of rating bureaus.

Continue to Negotiate

Commissioners and the all industry committee, he said, will continue to negotiate as long as possible and will report their findings and recommendations. If the views of the industry and the supervising authorities cannot be harmonized, it is then incumbent upon each to present views to the state legis-

(CONTINUED ON PAGE 23)

Local Agent's Position in Aviation Expansion Ahead

By G. D. HOLCOMB

Expert opinion both within and outside the Civil Aeronautics Administration agree that private flying is destined to become the major factor in the aviation industry. The money invested in private aircraft, consumption of gasoline and miles travelled in private planes will exceed within the near future the volume of both scheduled air transport and military flying by the armed forces. Thus the greatest development of the industry will be in that phase which is of the most interest to the local insurance producer. Certainly we will not be going to the beauty parlor or the grocery store in any aircraft now on the drawing boards, nor will the sky suddenly become black with airplanes. However, it's an encouraging fact that the manufacturing schedules call for a first year's personal aircraft production exceeding the total present registration of all civil aircraft.

Hangar facilities are entirely exhausted at airports in metropolitan areas, and increasing utility of private aircraft to ranchers and farmers will result in aviation insurance requirements in every community. There are only a

Mr. Holcomb has been a pilot for nearly 10 years and in insurance for more than 16 years, principally as a producer. He began as a local agent in Bloomington, Ill., and later did special farm reinsurance work.

Then he was in the field for five years until joining the army air corps in 1942. He was discharged because of poor eyes and joined Aero as a field man the same year. He was advanced to assistant manager and then manager of the Chicago branch, having charge of seven mid-west states.



relatively few agents who have had experience in underwriting transcontinental bus lines or motor freight risks, yet all general insurance men look upon the private automobile risk as simple and commonplace. Handling the scheduled air carrier risk is somewhat complex, but insuring personal aircraft will soon become as easy as its earthbound counterpart—the family automobile.

In recent months great progress has been made in simplification of aviation policy forms, elimination of exclusions and an addition of benefits found in automobile policies, plus some new ones. Third party liability contracts of aircraft and automobile risks are very similar, the principal difference being that (due to varying aircraft passenger seating capacities) passenger liability is written as a separate item in the aircraft form. In automobile insurance we have comprehensive, fire, wind and theft—in aviation the all risks hull policy; in automobile it's collision insurance—in aircraft it's referred to as "in flight" or crash coverage.

The local airport, its manager and the aircraft dealer and service operator have insurance problems too. However, for a qualified insurance counsellor, the problems will be analogous to those of other local merchants and business men. An Owners', Landlords' & Tenants' form would be indicated—we call it airport liability. Products liability may be covered under the airport form and can be written on a comprehensive basis and include aircraft liability as well; not too different from garage liability but usually much broader in scope. Does the

prospect rent out hangar space? Hangar-keeper's legal liability is the answer. (Ever hear of garage-keeper's legal liability or a bailee form for dry cleaners?) Are there employees on the payroll? If so, pick up the workmen's compensation manual. For the air traveler and pilot as well there are a variety of personal or group aviation accident forms.

This may sound simple, but actually there are certain problems that have in the past and will for some time require consideration, intelligent cooperation and patience from the assured, the local agent and the company underwriter.

The insurance producer may very properly ask why it is necessary that binding authority on aviation risks be reserved solely for company underwriters. They may question also the necessity for the many aviation field offices and other practices which are not generally followed in older forms of insurance. Here then are a few of the problems which confront the aviation underwriting groups or the independent companies in this field:

First is lack of spread in risks of like kind and character which makes it difficult to rate by formula and class. Excluding military aircraft and scheduled air transport planes, there are somewhat less than 30,000 certificated air craft in the U. S. today. There are only seven states having 1,000 or more aircraft within their borders. These consist of over 500 different makes and models and are powered by over 225 different models with engine installation frequently affecting flight characteristics. In value aircraft range from less than \$300 to more than \$100,000 each. They may be classified as landplanes, seaplanes, amphibians, conventional, two-control, spin-resistant and spin-proof. In age they range from 25 year old World War I models to new 1946 jobs which are just now beginning to appear. Have you recently submitted a 25 year old automobile risk to your companies, or a 10 year old one?

For the past year the insurance problem on war surplus aircraft has presented many vexatious questions. Shortly after V-E Day our office insured for the aeronautics commission one of the first war surplus planes disposed of by the government. Cost price and insured value of the aircraft was \$15,000. At that time no repair parts for this plane had been released which made the expense of partial losses considerable since components had to be hand-made. Sales policy of war surplus disposal agencies has changed so rapidly that there have been five successive price reductions in less than a year, and right now a client has asked to be covered on 21 planes for a cost price of \$1,700 each, all identical with the one insured less than a year ago for \$15,000. Certain combat type aircraft may be purchased today as surplus for less than 2% of original cost to the government.

We are being requested to insure planes and pay partial losses under policies where replacement cost of the propeller alone is in excess of current sale price of the entire ship.

Experience of previous years has proved that relative merits of the individual risk may not always be reflected in the classification of rates in the manual. For example, we may receive a request to insure a plane owned by a corporation and used for executive travel. The firm employs its own mechanic certificated by the CAA and keeps the plane properly serviced at all times. The pilot has had many years' experience both in cross-country flying and on this model. He has arranged for frequent and regular periods of link trainer instruction to maintain proficiency under instrument conditions. In the same mail we may be presented with a request for coverage on an identical airplane being flown by a student pilot operating out of

a small and perhaps inadequate airport with no mechanic available. Even admitting that both risks are insurable, it is obvious that different rates are in order. The local producer or even the general agent may have only a half dozen such risks in a year, but the need of technical assistance is certainly indicated.

The aviation personal accident field offers many examples of the need for flexibility in underwriting and special analysis. An executive is flying to Europe or a customer desires an accident policy to cover him in a single flight only in a private aircraft; such coverages are available. Recently the Veterans' Administration has accepted the principle that payment of flight instruction for veterans is permissible under educational provisions of the GI bill. Supervision of this instruction is in the hands of the states, many of whom have adopted requirements for accident coverage on the veteran taking government financed training. Aviation insurers were faced with meeting widely different requirements in each state. Length and type of courses were different, amounts and conditions of coverage different, and policies had to be designed to meet all requirements and still stay within the framework of the requirements.

Problems of aircraft liability coverage are not trifling. With 100- and 200-passenger planes now a reality, the possible catastrophe from mid-air collision involving not only passengers but the public on the ground as well is staggering. Consider hundreds of gallons of 100-octane gasoline suddenly thrown flaming into the metropolitan area of a great city—the Empire State Building. The possible maximum single loss, therefore, can exceed a major railroad catastrophe and might easily wipe out the entire annual liability premium income of all aviation markets.

This may give the producer a glimpse of the problems that are being faced and solved. There shall be a day when widespread public acceptance of air transportation makes possible direct handling by the agent of risks in his community. That development will be encouraged by major companies through safety engineering, equitable rate structures based on merits of individual risk and qualified service to assured. These services are available not to replace the local producer, but to make his work more effective.

Big Direct Mail Results Show Interest in Aviation

The results from Associated Aviation Underwriters' direct mail campaign among agents on the subject of aviation insurance have indicated the tremendous interest in the subject. Associated has some 45,000 names on its list, approximately 41,000 of them producers, the remainder field men, company executives, and miscellaneous. As of April, 17,984 return reply cards were received. After duplications were eliminated the net return was 14,091 agents interested in receiving aviation material and information. This is approximately 35%. The mailing house handling the job has been in business 20 years but never before experienced so big a return. Apparently aviation insurance is an open sesame for the agent and field man.

Insurance Taking Part in Midwest Safety Meet

A number of insurance men and organizations as in the past will take part in the midwest safety conference and exposition May 7-9 in the Sherman hotel, Chicago. It will be held under the auspices of the Greater Chicago Safety Council and a large number of cooperating agencies, including American Mutual Alliance, Association of Casualty & Surety Executives, Casualty Adjusters Association and Casualty Engineers Association of Chicago, Illinois Inspection Bureau, National Board, Mill Mutual Fire Prevention Bureau, National Conservation Bureau, National Fire Protection Association, Underwriters Laboratories and Western Actuarial Bureau.

Session on Prevention

W. Dean Keefer, Lumbermen's Mutual Casualty, will preside the first day in a session on industrial safety, causes and prevention of industrial accidents. The Casualty Engineers Association will sponsor a session that afternoon on industrial safety and accident problems in small plants with A. R. Graham, supervising safety engineer of Bituminous Casualty at Chicago, as chairman and quizmaster. W. A. Vollmer and H. H. Valiquet of Employers Mutual of Wausau at Milwaukee; J. B. Wilson, General Accident, Chicago, and J. E. Farr, Employers group, Chicago, will take part. Another session on small plants conducted by the association will be held in the evening.

J. E. Farr will preside at a session the second afternoon on electrical hazards in industry. John H. Kraus, Liberty Mutual, Chicago, will discuss safety in the home and demonstrate electrical hazards, and Mr. Farr will give a demonstration of the importance of protective devices. There will be a fire prevention session the third morning with W. W. Hamilton, manager Chicago Board, presiding and Chief Frank C. McAuliffe of the Chicago Fire Insurance Patrol will give a talk on the strategic bombing survey in Europe. Chief Fire Marshal A. J. Mullaney of the Chicago Fire department also will speak.

The third morning, Clark D. Bridges, director of conservation services of Zurich, will talk on "Square Pegs in Square Holes" in a session on training and placement. Mr. Hamilton will preside at a fire prevention luncheon that day and a fire prevention session in the afternoon at which J. T. W. Babcock, Factory Association, Chicago, will speak on "Reconversion Hazards." J. A. Neale, chief engineer Underwriters Laboratories, will lead a panel on fire safety problems in which A. H. Gent, chief engineer Illinois Inspection Bureau, Chicago, will take part. W. A. Cook, Zurich, will preside the last afternoon in a session on industrial hygiene.

New Title for Merchants Casualty

Merchants Casualty of Lincoln, Neb., has changed its name to Lincoln Bonding & Insurance Co. Articles of incorporation have been changed to include the writing of all classes of casualty lines.

Casualty Leaders in 1945 in IOWA

	1945	1944	1943	1942	1941
Empl. Mut. Cas.	\$1,581,526	\$1,278,826	\$1,579,023	\$1,642,439	\$1,449,961
Iowa Farm Mutual	1,403,381	1,146,772	840,548	639,802	482,489
State Farm Mut. Auto.	1,170,120	1,086,862	869,550	956,392	871,861
Mutual Benefit H. & A.	1,119,672	908,063	769,745	609,281	565,701
United Benefit Life	57,176	22,777	7,961	3,784	1,631
Iowa Mutual Lib.	1,071,714	954,529	883,888	825,319	852,386
Allied Mut. Cas.	966,579	806,388	730,994	768,292	828,512
State Auto, Iowa	846,157	829,818	735,800	730,653	860,550
Travelers	829,684	721,012	645,541	654,473	630,652
Travelers Indem.	426,112	388,732	360,410	322,122	316,947
Continental Cas.	601,823	604,264	528,205	434,173	400,421
National Cas.	43,318	44,229	27,720	22,187	24,171
Continental Assur.	72,576	69,174	64,614	30,927	6,591
Hawkeye Cas.	627,357	536,968	491,774	526,031	528,439
Hartford A. & L.	587,144	419,605	392,192	401,108	392,250
Iowa Mutual Cas.	559,463	452,140	365,971	381,550	366,746
Bituminous Cas.	506,108	518,240	462,264	444,398	451,375

Casualty Net Premiums and Paid Losses in 1945 in MARYLAND

	Total Prelms. and Losses	Auto. Liab. Prelms. and Losses	Other Liab. Prelms. and Losses	Work. Comp. Prelms. and Losses	Fidel. Prelms. and Losses	Surety Prelms. and Losses	Glass Prelms. and Losses	Burg. Theft Prelms. and Losses	P. D. & Coll. Prelms. and Losses		Total Prelms. and Losses	Auto. Liab. Prelms. and Losses	Other Liab. Prelms. and Losses	Work. Comp. Prelms. and Losses	Fidel. Prelms. and Losses	Surety Prelms. and Losses	Glass Prelms. and Losses	Burg. Theft Prelms. and Losses	P. D. & Coll. Prelms. and Losses
Acc. & Cas.	22,316	9,003	1,308	3,987	383	928	1,561	4,358	3,580	Lumb. M. C. Ill.	536,746	153,677	27,354	202,483	6,255	22	2,040	13,307	90,375
Aetna Cas.	545,020	107,044	74,378	202,952	27,555	25,061	7,480	30,719	52,230	Mfrs. Cas.	192,521	36,966	2,434	91,878	8	872	5,267	40,748	
Allied G. C.	16,608	1,015	23,624	128,209	41,205	1,430	11,911	30,857	21,945	Md. Cas.	489,580	18,764	15,487	431,677	6,027	2,545	1,170	10,711	
Allstate	211,879	144,572	19,541	56,517	141	1,857	7,927	80,934	2,000	Mass. Bonding	2,600,782	135,004	159,180	1,960,126	79,140	65,485	7,162	40,773	
Amer. Auto	348,799	181,741	789	20,822	1,086	8,861	14,381	42,543	1,498,991	Mellon Ind.	1,498,991	42,609	50,023	1,130,397	907	190,317	3,132	17,472	
Amer. Cas.	246,508	75,821	32,914	61,985	2,785	1,086	2,612	4,187	23,463	Merch. Ind.	4,605	1,140	8,780	2,755	—	911	975	1,024	
Amer. Empl.	194,708	71,750	13,068	58,610	4,510	4,518	6,932	25,652	21,097	Merch. M. C.	66,763	10,546	16,640	32,311	—	779	—	6,400	
Amer. F. & C.	87,214	66,207	4,937	20,418	1,892	2,894	5,562	12,394	23,461	Metro. Cas.	25,157	1,515	3,667	12,164	253	365	2,738	7,315	
Amer. Fire & C.	30,248	12,404	49	343	—	6	5,431	1,056	2,754	Natl. Cas.	97,460	5,185	1,680	4,082	112	80	1,182	870	
Amer. G. & L.	16,281	3,699	722	964	6,745	375	1,850	1,468	1,356	Natl. Grp.	2,005	992	4	—	—	—	—	1,000	
Amer. Indem.	25,036	3,140	1,710	194	2,586	900	1,117	4,580	1,356	Natl. Mut.	104,326	—	90,676	—	—	—	—	1,177	
Amer. Mot.	337,118	141,835	15,531	118,250	2,668	10	67	54,082	104,326	Natl. Sur.	40,184	—	24,523	192	42,298	26,861	226	16,583	
Amer. M. L.	645,619	95,492	27,436	451,079	—3,618	485	3,530	50,013	1,578	New Amst. Cas.	691,841	11,709	92,993	241,954	69,432	38,964	17,007	44,431	
Amer. Plchlrd.	1,972	—	150	14	—	75	729	31,296	247,761	New Eng. Cas.	165	105	8,863	196,357	11,036	36,415	10,630	21,891	
Amer. Re.	71,550	17,791	2,436	15,625	16,926	8	1,912	592	165	N. J. Mfrs.	41	27	—	—	—	—	—	19	
Amer. Surety	103,477	29,829	5,610	11,773	13,549	1,726	3,318	13,368	41	N. Y. Cas.	9,606	2,735	770	3,093	104	730	130	280	
Arex Indem.	3,410	95	234	2,577	—1,055	748	1,802	5,414	1,379	N. W. Natl. Cas.	1,379	5,961	1,181	—	—	—	—	1,846	
Assoc. Ind.	47,598	13,104	8,855	17,067	—	92	807	7,577	2,754	Norwich Un. Ind.	71	67	4	—	—	—	—	963	
Atlant. M. Ind.	411	251	1,217	7,617	—	152	49	3,331	2,754	Ocean Acc.	65,682	11,322	5,954	20,614	3,157	66	1,086	5,945	
Bankers Ind.	61,283	16,447	3,657	23,331	—	777	4,092	8,118	1,379	Ohio Cas.	186,392	70,543	7,032	5,468	834	3,279	1,583	7,494	
Car & Gen.	19,234	3,057	1	10,784	55	536	4,166	16,090	37,837	Paramount	74,946	30,333	150	2,542	—	—	1,661	28,692	
Celina M. C.	101,418	25,864	1,244	38,938	—	1,783	4,487	29,102	40,269	Peerless Cas.	180,345	89,498	18,465	5,677	5,731	3,328	21,998	7,346	
Central Sur.	47,510	34,562	178	789	4,210	295	160	266	6,935	Pa. Cas.	187,186	166,597	13,078	14,555	—	—	413	23,487	
Century Ind.	101,784	47,423	23,578	58,972	3,342	5,340	7,013	19,787	22,561	Pa. Mfrs. Cas.	89,535	60,276	600	1,122	—	—	149	577	
Citizens Cas.	38,993	16,331	5,632	19,148	3,412	9,905	7,177	6,234	6,907	Pa. T. & F.	360,440	48,178	18,000	277,782	—	—	—	3,002	
Columbia Cas.	29,207	18,000	5,000	—	—	—	—	—	1,092	Phoenix Ind.	179,040	29,313	660	155,577	—	—	—	21,321	
Commer. Cas.	23,961	7,705	1,568	5,786	2,262	195	544	1,097	3,254	Preferred Acc.	94,876	10,853	14,947	24,990	—	—	1,779	6,130	
Conn. Ind.	15,603	1,303	1,845	7,887	54	—	133	386	4,233	Prot. Ind.	42,956	9,931	994	15,519	822	4,904	7	1,050	
Cont. Cas.	179,168	35,625	13,561	1,692	1,775	804	2,462	8,016	10,115	Pub. Ser. Mut.	48,098	29,765	691	275	—	507	3,360	13,308	
Eagle Ind.	94,560	18,396	262	348	578	—	1,019	5,061	7,240	Royal Ind.	124,402	63,389	7,648	15,600	—	—	2,907	4,969	
Empl. Liab.	258	150	36	—	—	—	—	—	72	Ste. P.-Mer. Ind.	45,792	22,750	300	1,832	—	—	2,063	409	
Empl. M. C.	332,751	52,047	20,482	52,574	8,447	4,768	3,854	18,668	5,545	Seaboard M. C.	72,871	31,197	2,068	25,369	—	—	—	18,438	
Empl. M. L.	125,431	17,481	1,791	16,087	24	17,891	3,377	6,550	18,677	Seaboard Sur.	16,335	19,333	—	14,330	—	—	—	12,778	
Empl. Re.	193,366	43,766	15,352	89,218	3,616	4,397	1,145	11,866	17,332	Sec. Mut. Cas.	101,840	130,658	51,798	278,570	17,200	8,500	4,401	29,023	
Eureka Cas.	388,681	79,957	38,083	183,434	4,489	4,764	2,711	15,170	50,540	Select. Risks	322,519	44,149	7,214	172,168	1,267	793	1,036	8,859	
Excess	132,815	25,966	3,956	73,880	2,419	466	1,937	6,981	15,464	Shelby M. C.	86,617	18,446	20,521	13,096	3,990	10,465	1,338	7,900	
Factory M. L.	15,645	4,006	842	7,595	—	406	120	2,190	1,142	Sun Ind.	13,726	1,300	992	3,834	174	114	533	1,604	
General Acc.	15,506	3,625	733	8,294	—	712	—	1,142	1,142	Travelers	37,454	26,614	243	51	—	—	93	5,219	
Gen. Cas. Wash.	208,156	7,837	14,723	173,266	532	74	2,577	9,147	9,147	Travelers Ind.	3,859	1,197	—	—	—	—	85	2,577	
Gen. Re.	54,448	426	1,079	43,069	756	70	741	8,307	23,885	U. S. Cas.	1,033	—	1,338	17,930	—	—	—	1,005	
Gen. Tran.	75,590	26,380	3,063	9,765	6,278	119	7,837	5,623	23,885	U. S. F. & G.	16,220	5,350	10,753	4,206	—	—	—	15,926	
Globe Ind.	28,395	1,936	3,856	165	—5,399	—	3,348	23,885	1,155	U. S. Guar.	16,628	7,015	1,664	4,206	—	—	—	7,958	
Globe Ind.	34,592	16,000	787	9,328	—	776	—	6,544	235	Utica Mut.	23,244	2,130	1,431	4,206	—	—	—	15,926	
Govt. Empl.	27,935	8,789	2	11,884	—	—	—	6,544	235	Va. Auto Mut.	13,019	20	19	1,664	—	—	—	7,958	
Grt. Amer. Ind.	10,995	588	3,315	3,176	748	—	—	235	670	Va. Surety	155,753	23,186	15,094	54,600	8,131	20,568	601	5,997	
Hardware Ind.	14,808	7,614	294	—	—	—	—	670	670	Western Natl.	60,536	5,997	376	20,374	428	20,568	601	5,997	
Hardware M. C.	7,428	3,904	—	—	—	—	—	265	3,259	Yorkshire Ind.	60,806	16,563	12,332	18,132	416	142	3,185	12,332	
Harvie M. C.	1,125,387	374,327	13,665	51,212	153	1,903	555,536	1,191	336,698	Zurich	116,712	41,139	4,152	7,375	—	—	647	1,727	
Hartford A. & I.	487,188	85,986	929	20,388	—	1,191	336,698	1,191	336,698	Auto B. I. Losses	29,424	547	5	—	—	—	125	113	
Home Ind.	430,915	102,168	34,825	132,268	20,032	18,608	10,848	33,956	51,545	Auto B. I. Losses	271,901	113,049	104	—	—	—	121,056	121,056	
Indem. N. A.	599,027	30,519	9,022	102,232	7,802	397,399	3,296	12,542	29,433	Other Liab. Prelms.	159,549	38,119	5,518	11,790	62	—	1,423	1,437	
Inland Mut.	461,165	—	447	249,783	101,835	13,250	95,850	14,429	39,607	Other Liab. Losses	10,644	2,354	145	4,160	—	—	387	241	
Interboro Mut.	42,643	—	1,952	25,498	—37,063	1,624	5,067	7,295	7,295	W. C. Prelms.	1,022,743	35,810	54,347	309,184	—	—	—	3,357	
Jamestown Mut.	78,133	16,593	979	32,709	2,148	1,360	1,024	5,067	7,295	W. C. Losses	580,800	10,975	11,191	176,144	—	—	—	5,858	
Keystone A. C. Cas.	33,719	6,737	58	46,797	87,130	308	7,150	16,581	44,216	W. C. Prelms.	58,644	11,038	4,212	8,390	5,411	5,174	20,844	5,858	
Liberty Mut.	144,550	37,308	2,030	54,820	—	3,610	5,779	23,766	23,766	W. C. Losses	38,184	3,054	941	424	26,866	467	19,173	33,405	
Load. G. & A.	31,183	16,746	2,296	495	1,736	259	269	2,138	7,249	W. C. Prelms.	23,205	1,197	1,197	424	26,866	467	19,173	33,405	
Lon. & Lan. Ind.	23,305	15,813	757	168	361	78	866	5,242	749	W. C. Losses	119,548	30,805	7,013	14,225	24,332	9,020	857	424	
Lbr. M. C. N. Y.	44,564	11,117	31,500	241	966	—1,736	749	471	471	W. C. Prelms.	44,564	11,117	31,500	241	966	—1,736	749	471	
Mt. Vernon Ind.	42,086	10,324	1,698	24,262	—	—	—	5,739	5,739	W. C. Losses	20,635	8,437	499	9,458	4,497	1,426	5,534	9,529	
Nat. Fire Ins. Co.	20,635	8,437	499	9,458	—	—	—	2,214	2,214	W. C. Prelms.	254,747	78,189	54,921	180,681	39	—1,451	1,875	2,659	
Nat. Fire Ins. Co.	25,740	78,189	54,921	180,681	12,508	18,096	10,861	18,096	36,318	W. C. Losses	25,740	78,189	54,921	180,681	39	—1,451	1,875	2,659	
Nat. Fire Ins. Co.	25,740	78,189	54,921	180,681	12,508	18,096	10,861	18,096	36,318	W. C. Prelms.	25,740	78,189	54,921	180,681	39	—1,451	1,875	2,659	
Nat. Fire Ins. Co.	25,740	78,189	54,921	180,681	12,508	18,096	10,861	18,096	36,318	W. C. Losses	25,740	78,189	54,921	180,681	39	—1,451	1,875	2,659	
Nat. Fire Ins. Co.	25,740	78,189	54,921	180,681															

	Net Premiums	Paid Losses		Net Premiums	Paid Losses
Century Indem.	3,189	1,346	Cont. Cas.	154,181	45,950
Columbia Cas.	752	293	Eagle Indem.	4,984	2,946
Columbian Natl. Life.	5,419	2,441	Educators	51,856	17,066
Combined M. C.	711	...	Empl. Liab.	4,803	2,527
Commercial Cas.	23,963	5,141	Empl. Mut. Cas.	179	...
Commonwealth Mut.	105,028	61,524	Empl. Re.	6,896	1,575
Commonwealth Mut.	75,907	28,469	Equitable Society	281,605	263,016
Conn. Gen. Life.	1,037,147	1,062,102	Farm Bur. M. Au.	94,372	26,241
Cont. Assur.	2,910	11,416	Federal L. & C.	7,421	2,541

BRANCH OFFICES:
PHILADELPHIA
PITTSBURGH
BALTIMORE
CLEVELAND
CINCINNATI
DETROIT
GRAND RAPIDS

CAPITAL
\$1,200,000.00
SURPLUS TO
POLICYHOLDERS
\$4,800,000.00

INDIANAPOLIS
CHICAGO
MILWAUKEE
MINNEAPOLIS
DES MOINES
LOUISVILLE
LOS ANGELES
SAN FRANCISCO

The
OHIO
CASUALTY INSURANCE COMPANY
HAMILTON, OHIO
OVER A QUARTER CENTURY OF SERVICE

A Consistent Policy

An insurance company's service to agents can take no more useful form than writing their business, year in and year out. Some companies oscillate between extreme underwriting liberality and ultra-conservatism. In better times they seek new business aggressively; when profit margins dwindle, they restrict writings severely. Study the record of company premium writings in depression years as well as in 1945. Note how New Amsterdam has avoided drastic changes in policy.

New Amsterdam
CASUALTY COMPANY

BALTIMORE

NEW YORK

	Net Premiums	Paid Losses		Net Premiums	Paid Losses
F. & C.	21,944	6,516	Home Indemnity	97	85
Fireman's Fd. Ind.	1,175	354	Indemnity, N. A.	20,494	3,370
General Acc.	43,233	13,237	Interdependence	600	25
General Re.	8,861	1,256	Inter-Ocean Cas.	17,319	5,807
Glens Falls Ind.	7,552	1,448	Inter-State B. M. A.	6,387	1,350
Globe Indem.	9,387	7,516	Jamestown Mut.	4	...
Grt. Amer. Indem.	2,619	2,375	John Hancock	29,577	17,506
Hardware Mut. Cas.	37	...	Keystone Au. Club.	4,161	292
Hartford A. & I.	14,316	4,140	Liberty Mutual	5,983	15
Home Indemnity	97	85	Lombard Guar.	3,892	528
Indemnity, N. A.	20,494	3,370	Lond. & Lanc. Ind.	13,598	10,026
Interdependence	600	25	Loyal Prot. Life.	27,656	7,899
Inter-Ocean Cas.	17,319	5,807	Lumb. Mut. Cas., Ill.	68	...
Inter-State B. M. A.	6,387	1,350	Mfrs. Cas.	29,620	5,290
Jamestown Mut.	4	...	Mass. Bonding	20,018	8,441
John Hancock	29,577	17,506	Mass. Cas.	28,622	8,470
Keystone Au. Club.	4,161	292	Mass. Indem.	68,312	18,828
Liberty Mutual	5,983	15	Mass. Prot.	109,765	42,614
Lombard Guar.	3,892	528	Merch. Mut. Cas.	69	...
Lond. & Lanc. Ind.	13,598	10,026	Metro. Cas.	5,327	1,173
Loyal Prot. Life.	27,656	7,899	Metro. Life.	742,772	491,353
Lumb. Mut. Cas., Ill.	68	...	Monarch Life.	146,837	54,640
Mfrs. Cas.	29,620	5,290	Mut. Benefit H. & A.	585,725	261,023
Mass. Bonding	20,018	8,441	National A. & H.	128,645	35,693
Mass. Cas.	28,622	8,470	National Cas.	81,609	24,169
Mass. Indem.	68,312	18,828	National L. & A.	171,122	58,110
Mass. Prot.	109,765	42,614	New Amst. Cas.	21,704	4,758
Merch. Mut. Cas.	69	...	No. Amer. Acc.	67,535	27,245
Metro. Cas.	5,327	1,173	Norwich Un. Ind.	20	...
Metro. Life.	742,772	491,353	Ocean Acc.	4,638	477
Monarch Life.	146,837	54,640	Ohio Cas.	6,779	411
Mut. Benefit H. & A.	585,725	261,023	Pacific Mut. Life.	31,922	12,669
National A. & H.	128,645	35,693	Paul Revere Life.	61,044	25,701
National Cas.	81,609	24,169	Peerless Cas.	27,066	7,098
National L. & A.	171,122	58,110	Penn. Cas.	6,681	...
New Amst. Cas.	21,704	4,758	Phoenix Indem.	15,449	5,309
No. Amer. Acc.	67,535	27,245	Preferred Acc.	3,981	227
Norwich Un. Ind.	20	...	Prot. Indem.	235	...
Ocean Acc.	4,638	477	Prov. L. & A.	54,648	37,191
Ohio Cas.	6,779	411	Prudential	471,189	333,284
Pacific Mut. Life.	31,922	12,669	Pub. Serv. Mut.	72,871	44,331
Paul Revere Life.	61,044	25,701	Reliance Life.	47,645	17,462
Peerless Cas.	27,066	7,098	Royal Indem.	5,849	13,955
Penn. Cas.	6,681	...	St. Paul-Mer. Indem.	79	56
Phoenix Indem.	15,449	5,309	Secur. Mut. Cas.	3	...
Preferred Acc.	3,981	227	Shelby Mut. Cas.	175	...
Prot. Indem.	235	...	Standard Acc.	6,955	5,322
Prov. L. & A.	54,648	37,191	Standard S. & C.	93	100
Prudential	471,189	333,284	State Au. Mut. O.	9,553	139
Pub. Serv. Mut.	72,871	44,331	Sun Indem.	941	...
Reliance Life.	47,645	17,462	Travelers	623,402	389,481
Royal Indem.	5,849	13,955	Union Labor Life.	3,742	7,075
St. Paul-Mer. Indem.	79	56	U. S. Casualty.	31,693	9,782
Secur. Mut. Cas.	3	...	U. S. F. & G.	30,171	5,888
Shelby Mut. Cas.	175	...	Utica Mut.	64	...
Standard Acc.	6,955	5,322	Washington Natl.	306,309	93,816
Standard S. & C.	93	100	Western Natl. Ind.	545	177
State Au. Mut. O.	9,553	139	Yorkshire Ind.	2	...
Sun Indem.	941	...	Zurich	19,688	9,437
Travelers	623,402	389,481			
Union Labor Life.	3,742	7,075	Totals 1944	\$9,171,402	\$6,543,052
U. S. Casualty.	31,693	9,782	1944	9,053,120	5,129,879
U. S. F. & G.	30,171	5,888			
Utica Mut.	64	...			
Washington Natl.	306,309	93,816			
Western Natl. Ind.	545	177			
Yorkshire Ind.	2	...			
Zurich	19,688	9,437			

STEAM BOILER & MACHINERY

Amer. Empl.	2,088	232
Amer. Guar. & Liab.	449	...
Amer. Re.	71	...
Arex Indemnity
Columbia Cas.	1,748	...
Continental Cas.	4,535	620
Eagle Indem.	1,680	7
Empl. Liab.	4,810	39
Empl. Re.	159	...
F. & C.	4,731	266
General Acc.	669	...
Globe Indem.	773	...
Hart. Stm. Boiler.	5,272	438
London Guar. & Acc.	43,865	12,579
Lumb. Mut. Cas., Ill.	1,112	810
Maryland Cas.	4,708	6,387
Mutual Boiler	14,215	1,792
Ocean Acc.	3,004	...
Phoenix Indem.	6,124	655
Royal Indem.	141	92
Security Mut. Cas.	19,127	23,701
Standard Acc.	35	...
Travelers Indem.	2,802	1,326
Totals 1944	\$122,165	\$48,943
1944	264,786	60,627

SPRINKLER & WATER DAMAGE

Aetna Cas.	7,223	1,071
Commer. Cas.	140
Great Amer. Indem.	168	458
Indemnity of N. A.	59	...
Maryland Cas.	2,355	371
Phoenix Indem.	115	...
U. S. F. & G.	306	27
Totals 1944	\$10,108	\$2,067
1944	10,500	2,181

CREDIT

Amer. Credit Indem.	51,121	12
Empl. Re.	2,76	...
General Re.	8,323	...
London Guar. & Acc.	7,515	...
Totals 1944	\$69,719	\$12
1944	100,540	194

LIVESTOCK

Hartford A. & I.	489	...
Hartford Livestock	18,677	10,675
Totals 1944	\$19,066	\$10,675
1944	19,595	6,579

The Girls Club of Standard Accident has elected Marion Jones, president; Nell DeBash, secretary; Edith Kemp, treasurer.

Shifting from State to Private Plans Cal. Problem

Public hearings on the regulations to govern the establishment of private plans permitted under the California cash sickness benefit law are tentatively planned for some time in June. The principal question is what is to be done about employees who shift from employment covered by a private plan to employment covered by a government plan. The greatest problem for the insurance companies is that benefits under the state-operated fund are based on the unemployment compensation formula, which defines the amount of benefit according to wages earned in the first four of the last five completed calendar quarters preceding the benefit year of the claimant. The benefit year begins when the claimant files his claim.

This means that the state fund relates current benefits to wages earned and taxes paid quite a while previously, whereas insurance company practice is to base benefits on current premiums. This makes it difficult to find a way to make the two plans jibe and to make sure that the private plan gives as much as the state plan.

The private plan hasn't the extension of coverage that the state plan has, though it does pay benefits as soon as the employee is covered. The state ignores the latter point but insists that the private plans must match the extension of benefits which is a feature of the state plan.

Another difficulty is that under the state plan the tax is based on the first \$3,000 of annual compensation and this may be paid up early in the calendar year on highly paid employees. If an employer wants to shift from the state plan to a private plan during the year he can't get back a prorata share of his tax on these highly paid employees. Where any great number of employees getting more than \$3,000 a year is involved it would probably be necessary to wait until the close of a calendar year to make a transfer.

Company representatives have been holding conferences with the California authorities as to what should be in the regulations but no satisfactory version has been fashioned.

Lewis' Demand for W. C. Pact Lies on the Table

WASHINGTON—Coal mine operators have not accepted John L. Lewis' demand for a guarantee of compensation, as follows:

"Each operator agrees, at his own expense, to provide his employees with the protection and coverage of the benefits under workmen's compensation and occupational disease laws, whether compulsory or elective, existing in the states in which the respective employees are employed.

"Failure of any operator to perform this obligation shall be deemed a deliberate violation of this section of the agreement, and such failure may be handled at the discretion of the mine workers. Stoppage of work by the mine workers, due to an operator's failure to provide this protection and coverage, shall not be deemed an illegal suspension of work."

A Lewis spokesman said this proposal "remains on the table at the insistence of the operators, who apparently haven't mustered the nerve as yet to vote the proposal down."

Purcell to Compensation Post

ST. PAUL—Richard C. Purcell, deputy insurance commissioner of Minnesota since 1941, except during the time he was in the army, has been named secretary of the Minnesota compensation insurance board to succeed the late P. J. O'Connor. He will serve until Feb. 1, 1950.

Program Given for Statistical Meeting

The program for the annual meeting of the Insurance Accounting & Statistical Association at Dallas May 15-17 has been announced. The three-day meeting will cover fire, casualty and life and there is a special session for accident and health.

The Wednesday morning session will be a joint one and will include a talk on "Uniform Accounting" by Shelby C. Davis, deputy superintendent of New York. President R. L. Hughes, chief accountant Iowa Life, will deliver his address at this session.

J. S. Pieringer, Jr., assistant secretary Commercial Standard, will preside at the casualty session Thursday morning. Speakers at this meeting are G. L. Reichert, assistant treasurer of Shelby Mutual Casualty, on "State Rating Laws and Casualty Insurance Statistics;" H. D. Locke, surgical director Liberty Mutual, on "Casualty Insurance Expense Exhibits;" and L. C. Wesender, assistant statistician of Bituminous Casualty, on "Micro-filming of Insurance Records."

Sessions Run Concurrently

The fire session will run concurrently with casualty under C. E. Butler, auditor Security Fire, and will consist of a panel discussion lead by Richard D. Grenewald, assistant statistician Central Manufacturers Mutual.

Accident and health meeting will consist of a panel discussion led by D. J. Schonberg, statistician Mutual Benefit H. & A.

A joint fire and casualty session will be held Friday morning with L. E. Wilkins, executive vice-president Kansas City F. & M., presiding. James W. Miller, director of personnel of fire and casualty, will talk on "Job Training Program," and W. H. Crawford, secretary Firemen's of Newark, will speak on "Expense Distribution by Lines of Insurance."

Royal Wins Employee Exclusion Clause Issue

A person who has signed up as a member of a sales crew and is being transported by the new employer to the point at which the canvassing is to be conducted, is an employee and has no right of recovery against the employers' automobile insurer under a contract with an employee exclusion clause. This was the decision of the Ohio court of appeals in *Gilmore vs. Royal Indemnity*.

E. A. Morgan & Co. was the assured. The plaintiff signed up as a saleswoman on a salary and commission basis and on a Sunday while she was being taken with the rest of the crew by the crew manager from San Antonio to El Paso, there was an accident and the plaintiff was injured. She recovered a default judgment against E. A. Morgan & Co. in the district court of Bexar county, Texas.

The Ohio court sustained the finding of the lower court that the plaintiff was an employee of Morgan and Royal was not bound to defend the case and not bound to pay the judgment.

Morgan testified to his conclusion that plaintiff was not an employee because she had not reached El Paso where the actual work was to begin and had not as yet earned any salary or commission. However, he stated he hired her on terms agreed upon and arranged her transportation with his regular crew in charge of his crew manager to the point where the work was to begin. These facts, the court stated, bring plaintiff within the operation of the general rule that if an employee while being conveyed to or from work in a conveyance furnished by the employer under either express or implied contract to so convey, suffers an injury during the journey, the injury arises within the course of employment.

Chicago Surety Frolic

About 50 turned out for the spring fraternal dinner and get-together of the Surety Underwriters Association of Chicago, Monday. The returned veterans were given a special salute, the group including Carlos Boaz, New Amsterdam Casualty; C. Craig Calkins, Globe Indemnity; Joseph Henry, Rollins-Burdick-Hunter; Carl Johnson, Employers Liability; Ray Jones, F. & D.; Thomas McInerney, Globe; Herbert Mueller, U. S. F. & G.; Frank M. Piercy, Conkling, Price & Webb and R. M. Tolle, Fireman's Fund.

B. J. Nietschmann, National Surety,

who is famed as the association's heckler, thereupon arose to say that he had a special veteran to introduce and after quite a build-up presented K. O. Saunders, Globe Indemnity manager, as veteran of the civil war, whereupon H. J. Jeffrey, Loyalty group, president of the association, turned the tables by presenting Mr. Nietschmann as a hero of Yorktown.

N. J. Cash Sickness Plan

The New Jersey state commission on post-war economic welfare has reported favorably on the proposal to require employers to provide cash sickness bene-

fits, either self-insured or through an insurer or employees' benefit association, rather than through a compulsory state fund. Bills to this effect were introduced before the legislature adjourned to encourage the widest possible study before next year's session. Copies of the report, which includes the bills, can be obtained from the commission, at Trenton.

John A. Keelan, president of Time, is addressing the Accident & Health Underwriters of Milwaukee Thursday on "Legislation as It Affects Accident and Health Insurance."

The
agent
helps
build
the
company...



WE REALIZE TO THE FULL OUR DEBT
TO OUR 9,500 PRODUCERS. WE TRY
TO EVEN UP THE ACCOUNT BY...

the
company
helps
build
the
agent

- Rendering superior service in our special field; supplying knowledge and ideas that might be harder to obtain elsewhere.
- Paying losses promptly, in a way that makes friendships for the Agent as well as for the F&D.
- A cooperative attitude toward new business and the acceptance of risks.
- Contact and promotional work that help the Agent increase his income and build good will among his customers.

FIDELITY AND SURETY BONDS — BURGLARY, ROBBERY, FORGERY, GLASS AND OTHER NEEDED FORMS OF INSURANCE

**FIDELITY AND DEPOSIT
COMPANY OF MARYLAND**

Founded 1890 — Baltimore, Md.

WITH WHICH IS AFFILIATED THE AMERICAN BONDING COMPANY OF BALTIMORE

Alabama Association at Midyear Meet

(CONTINUED FROM PAGE 19)

mittee and president of the Birmingham Association of Insurance Agents, who led the discussion. In the course of the discussion it was brought out that the rural agents' committee, of which Neal Morgan of Heflin is chairman, had decided to select a number of members who do considerable farm business, to join with the committee on rates, rules and forms in an endeavor to work out information upon which to base proposals for downward revision of fire insurance rates in farm properties.

The discussion included numerous subjects pertaining to fire underwriting and casualty business, principally concerning the farm rates, reporting forms on U & O, limits on jewelry coverage in certain forms, term rules applying to various situations and classes and other matters.

In adopting its legislative policy, the association placed in first position its desire for the enactment of a qualification law which would actually improve the standard of agency service to the public. It also stated its desire to see the

re-establishment of a separate insurance department, and the abolishment of the state insurance fund. Elvin C. McCary of Anniston, chairman of the legislative committee, who had presided at the preliminary meeting of the committee with the board of directors, promised the association his committee would endeavor to frame some concrete proposals for presentation to the 50th annual convention of the association in September.

There was discussion also of the group insurance program which has been surveyed for the association by Life of Virginia. R. G. Moncre of the company's group department reported that more than 450 had applied, and that during a trip over the state in making his survey it had become certain that the program would be put into effect. Under this arrangement all members in good standing at the time the policy is issued will be eligible to participate.

Under the heading of fire prevention attention was called to the new program being inaugurated by the Alabama Fieldmen's Association, under the chairmanship of Sam Biggers, special agent for Home of New York. The central office of the association was instructed to give any assistance that it could in making the fire prevention program a success.

At the luncheon Arthur Mead, former

president of the Alabama association, was master of ceremonies. He introduced numerous leaders of the association, officers, company officials, and other guests. The guest speaker at the luncheon was Walter Kennedy, vice-president of First National Bank of Montgomery, and a member of the industrial information committee of the Associated Industries of Alabama.

Speaking upon the possible dangers of bureaucracy to small business, Mr. Kennedy reviewed the growth of the bureaucratic system in our federal government. He reminded his audience that the expansion of this system began a quarter of a century ago and that soon after the first war there were more than 70 bureaus, commissions, boards, and agencies. Soon after 1932 the number had more than doubled, and in June of 1944 the list had increased to more than 450.

President Jackson read a telegram from W. Loring Ferguson of New Orleans, member of the N.A.I.A. executive committee, stating he had been unable to be present because of service upon federal jury. Mr. Ferguson had been especially invited to be with the Alabama agents because he had practically been adopted by the organization when he spoke at its annual meeting last September in Birmingham.

Charles Morris of Tuscaloosa, past president of the organization, proposed that a special committee be set up to work with the central office in arranging a program for the 50th anniversary. This committee will work with local committees that may be appointed by the agents in the city where the convention will be held. The executive committee will determine the place of the meeting.

Max S. Baum, president of the Montgomery Insurance Exchange, welcomed members to the meeting. In addition to Arthur Mead, Mr. Baum was assisted by Annalu Jones, secretary of the Exchange, Mrs. Lucille Doster of the Doster Insurance Agency, who is president of the Insurance Women of Montgomery, George Starke, and other insurance men and women of the city.

Stephen Croome of Mobile read some correspondence pertaining to recent action by the Salvation Army in going upon a self-insured basis. Officials of the Salvation Army had received communication from company sources deploring the action and pointing out the dangers in such a move. Numerous lines for the organization are insured locally by the agencies and it was feared that the action would result in less cordial relations in addition to the possible dangers to the Salvation Army finances as a result of fire losses. It was stated by one agent that when he had been first informed of this situation he called upon the authorities of the Salvation Army and had no difficulty in procuring renewal of his lines.

It was the consensus of opinion that the man selected to represent the state association on the national board should be kept in that post at least three years, because it usually requires attendance of two or three meetings of the board for the director to become familiar with national association problems so that he can intelligently take part in the deliberations.

Other subjects upon the agenda which were considered by the meeting pertained to national association finances, the prospects for expansion of the southeastern agents' conference, the bank and agent auto plan, training on the job for returned veterans, accident prevention, and attendance of Alabama members at the midyear meeting in Cincinnati and the annual convention in Denver.

George H. Butler of Anniston, state National director, reviewed the N.A.I.A. convention in Chicago last October. He went over the action of the board at that time with reference to proposed amendment to the N.A.I.A. constitution, which would have placed approval of the budget in the hands of the directors. He said that he had voted in favor of the amendment, and pointed out that the proposal will be again made at the forthcoming Cincinnati meeting. He

reported that the directors had instructed him to take the same course. This action met with the approval of the meeting.

Mr. Butler, who is a past president of the association, also stated that he would follow any instructions the board or the association cared to give him, and urged all members to communicate their viewpoint on any N.A.I.A. matter to the central office for his benefit before the national meeting.

Bank-Agent Plan in Cleveland May Be Ditched

The Insurance Advertising Conference has sent to members a bulletin in which Merrill Anderson, New York advertising agent and a member of the I. A. C. is quoted as stating that he has received from a trustworthy source information regarding the bank-agent auto plan in Cleveland.

The plan "is a dead duck here in Cleveland," the letter states. The Cleveland Finance Association agreed to accept with modification a binder form presented by the Cleveland Insurance Board. This meeting is to be followed by a meeting with the dealers association and the Insurance Board hopes soon to announce a plan for Cleveland.

"Briefly, further negotiations will probably settle down to a plan of this nature. The dealers will agree to accept a standard binder form or paid-up policy if the car buyer insists; members of the Cleveland Board agree not to advertise or promote the bank-agent plan and further agree not to recommend any particular type of financing or loan for the purchase of the car. Please understand this plan has not been formally adopted, but the chances are 10 to one that it will go through approximately as outlined."



it's all there in a nutshell

Speed Up the Acceptance of Your Bond Risks by Keeping Anchor's "Field Counselor" Cabinet at Your Elbow.

A simplified system for the preparation of Bond submissions—organizes the entire business for the Agent.

Application supply folders with indexed, manual-colored tabs carrying complete instructions for submission of risks; in addition, copyrighted factual information of an educational nature, in condensed form.

Anchor Assures Smooth Selling Short Form Applications Simplified Rate Manual



ANCHOR CASUALTY CO.
ST. PAUL, MINN.

But there's no ARGUMENT



When a policy in the General Accident or Potomac is on hand to ease the rough shocks of life... the unexpected accident... or the fire hazards which frequently occur. For years, the General Accident and the Potomac, through their loyal, well-trained agency organizations, have smoothed the paths of policyholders, cooled the tempers of claimants by fair and conscientious handling of claims, and created a well-earned reputation: that it is a pleasure to do business with such human and understanding companies.



EXECUTIVE OFFICES
GENERAL BUILDINGS
PHILADELPHIA

CHANGES IN CASUALTY FIELD

Schoumacher Joins Maryland Casualty Chicago Branch

E. C. Schoumacher, who before the war was traveling underwriter on large lines for Continental Casualty, has gone with the Chicago branch of Maryland Casualty under Resident Vice-president J. P. Keever. He will supervise compensation, public liability and plate glass lines and will be directly under C. L. Gibbons, resident manager.



Starting his insurance career with Lumbermen's Mutual Casualty in 1927, Mr. Schoumacher joined Continental Casualty in 1936 and traveled extensively for that company until he entered the army in 1943. He was commissioned a lieutenant and stationed in Dayton in the army air forces insurance department, supervising insurance on large war contracts, under Lt. Col. John Latta, chief of the air forces insurance department.

J. C. Molitor will continue to supervise burglary and power plant business and Roger Boner remains in charge of accident and health business at Maryland Casualty's Chicago office.

Maryland Cas. Names Three Resident Vice-presidents

Maryland Casualty has promoted three resident managers to resident vice-presidents in their respective cities. They are: Ed L. Castleton, Atlanta; John T. V. Keller, Detroit, and T. W. Michels, Los Angeles.

Maryland Service Traced

Mr. Castleton has been resident manager at Atlanta for 12 years, and has been with Maryland since 1931.

Mr. Keller has been resident manager at Detroit for four years. He joined Maryland in 1922 and for three years prior to his transfer to Detroit was resident manager at St. Louis.

Mr. Michels has been with Maryland for more than 20 years, and resident manager at Los Angeles since 1934.

E. K. O'Brien Named Asst. Secretary of Excess

NEW YORK—E. Kenneth O'Brien, formerly an underwriter in the casualty department, has been appointed assistant secretary of Excess. He has been with the company for eight years. Before that he was superintendent of compensation and liability in the New York City office of Bankers Indemnity and prior to that was in the agency and underwriting departments of Maryland Casualty's New York City office. He attended New York University and took Maryland Casualty's training course.

Directors of Excess declared a dividend of 10 cents, payable May 15 to stockholders of record May 1.

Chas. F. McGurgan to New Post

Charles F. McGurgan has joined the Washington office of General Accident and Potomac as special agent covering southern Maryland, District of Columbia and Virginia.

He has been with the company both in the home office and more recently in Columbus, O. Before his appointment in Columbus he served in the army for 2½ years.

Fidelity & Deposit Men Assigned New Positions

Six former members of the field and home office staffs of Fidelity & Deposit and American Bonding have recently returned from military service and been assigned as follows: Kenneth Kell, special agent, Syracuse; Everett Meredith, special agent, Indianapolis; Cosby D. Foedisch, special agent, Philadelphia; Earl A. Klein, agency department; Joseph Russell, special agent, Detroit.

Neil J. Fields, special agent in Louisville, has been transferred to Kansas City in the same capacity.

Thomas J. Ternan, formerly assistant manager in Syracuse, has been temporarily assigned to the agency department at the home office.

Robert B. Speirs, formerly manager of the fidelity department in F. & D.'s New York office, has been promoted to manager of brokers' accounts. He has been succeeded in his previous position by Perry C. Symonds.

John L. Brissel, former acting assistant manager of the burglary department in New York, has been appointed assistant manager there.

Thirteen Veterans Return to Work for Standard Accident

Swelling the ranks of returning veterans at Standard Accident are 13 former employees who are now at work again in the offices of the company.

Returning are Lt. Leonard Brooks, army air corps, formerly of the accounting department and now in the office of Planet; Clifford Clemens, lieutenant (j.g.) navy, Milwaukee claim department; Edward Cunningham, lieutenant (j.g.) navy, formerly in the Detroit office, assigned to Los Angeles; Anthony Delisle, signalman 3/c, navy, personnel department.

Marion Edwards, lieutenant (j.g.) Waves, formerly an executive stenographer, is now in the actuarial department; Harold Elliott, army, has returned to the accounting department; Richard Hawkins, T5, army, underwriting department; G. Edward McAllister, PhM 1/c, navy, group department; Robert L. Rogers, army, files and index division; George Ross, sergeant, army, home office bonding and judicial department, and W. Glenn Steel, captain, army, personnel department.

W. H. Lloyd, lieutenant (j.g.), navy, has returned to the Chicago branch. Mark Bowen, sergeant, army, has returned to the Indianapolis branch.

Andrews Aetna Casualty Los Angeles Agency Chief

LOS ANGELES — Hayward Andrews, recently released from service, has been appointed superintendent of agencies of Aetna Casualty in Los Angeles. He started with the company there in 1937. He was assigned to Cleveland as special agent, and returned to Los Angeles in 1940. He entered service in 1942 and was at the ninth service command headquarters, Salt Lake City, as director of the special service division, director of training and war bond liaison officer.

Hemry Is American Mutual Liability General Counsel

Leslie P. Hemry, vice-president American Mutual Liability for the past five years, has been appointed general counsel and manager of the legal department. Mr. Hemry has just returned from the navy where he served as legal officer on the staff of Admiral Nimitz and was awarded the commendation ribbon.

Mr. Hemry joined American Mutual in 1935 from Harvard law school after graduating from University of Okla-

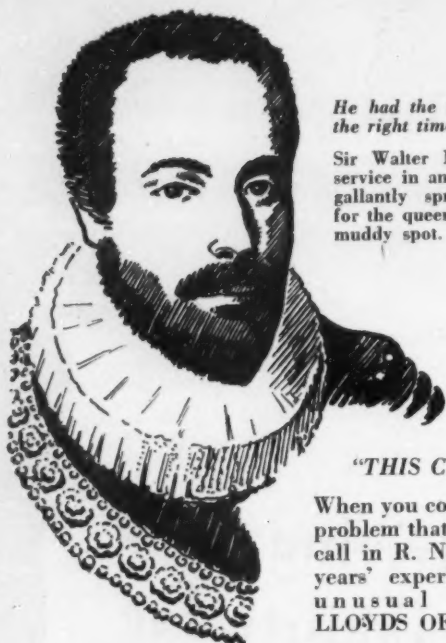
Striving with every facility for the opportunity to serve risks properly, through agents and brokers exclusively.

Pennsylvania Casualty Company

A multi-line stock company

Baltimore

SERVICE in unusual ways



He had the right answer at the right time.

Sir Walter Raleigh was of service in an unusual way—gallantly spread his cloak for the queen to pass over a muddy spot.

"THIS CASE IS DIFFERENT"

When you come up against an insurance problem that is different, that's when to call in R. N. Crawford & Co. Over 30 years' experience being of service in unusual ways. Representative for LLOYDS OF LONDON.

R. N. CRAWFORD & CO., Inc.

120 So. La Salle St., Chicago. Tel. Randolph 0750

Headquarters for "OUT-OF-THE ORDINARY" Contracts

SALES HELPS that really help sell

Planned promotions on every type of casualty insurance makes a well rounded sales program easy for Buckeye Union agents. Personal contacts help build local reputations and up-to-date sales helps get new business. Your inquiry will also receive individual attention.

**AUTOMOBILE
PLATE GLASS
GENERAL
LIABILITY
BURGLARY**

A STOCK COMPANY

THE BUCKEYE UNION CASUALTY CO.
HOME OFFICE COLUMBUS 16, OHIO
SERVING THE 6 STATES OF THE BUCKEYE UNION

homa. Before entering the navy he was vice-president of the International Association of Insurance Counsel.

Frederick A. Moeller, assistant vice-president, who succeeded Benjamin Brooks, retired, as general attorney; Charles F. Goodale, assistant vice-president; and Joseph D. Sullivan, legislative counsel, will assist Mr. Hemry.

Opens New Lansing Branch

Employers Mutual Casualty has opened its seventh branch office at Lansing, Mich.

John S. Kerper, state agent in Michigan for several years, has been named branch manager and H. P. Van Patten, formerly in the company's Chicago office, claims manager.

Michigan underwriting and claim work previously was handled by the Chicago and Des Moines offices.

Hughes to Springfield Post

Walter Hughes, recently discharged army veteran, has been appointed claims manager of Hawkeye Casualty at Springfield, Ill. He formerly was manager of the Hawkeye branch at Grand Rapids, Mich.

D. E. Moore Cleveland Manager

J. T. Comtois has resigned as resident manager of Liberty Mutual in Cleveland. Donald E. Moore succeeds him.

Schmit Returns to Travelers

John E. Schmit, with the navy since 1942, has returned to Travelers as casualty field assistant at Indianapolis. Released as a lieutenant, he saw action in the Mediterranean on a sub-chaser and aboard an LST in the Normandy invasion.

Ralph L. Haday, field assistant in Newark, has been transferred to Los Angeles.

Charles E. Mabry, field assistant in New York, has been transferred to Buffalo.

Benedict in Ill.-Ia. Field

Thane Benedict has been appointed a field man by General Accident to cover downstate Illinois and Iowa out of the Illinois and Iowa branch office in Chicago. He has been a casualty underwriter with Johnson & Higgins in Chicago.

H. K. Willis with Mid-States

Harry K. Willis, who was recently released from the marine corps, has joined Mid-States of Chicago as Illinois special agent. He served with the marines in the south Pacific and prior to the war was with Travelers Indemnity in Wisconsin.

SURETY

Starling Gets Army Praise for Expediting Work

WASHINGTON—In recognition of the adoption and success of the wartime program of expediting the bonding of government contractors and obtaining consents of sureties to changes in such contracts, a letter of appreciation from Lt. Gen. LeRoy Lutes, commanding army service forces, was awarded Tuesday to Howard M. Starling, Washington representatives Association of Casualty & Surety Executives.

The presentation was made by Maj. Gen. Thomas H. Green, judge advocate general, in a ceremony at the War Department. The letter cites Mr. Starling, "who, as manager of the expediting plan on behalf of surety companies authorized to write bonds on government contracts effected the correction and completion of bonds on War Department contracts and consents of surety to contact modifications, thereby expediting the war procurement program."

Among those present at the ceremony

were J. Dewey Dorsett, general manager, ACSE, and Charles D. Conlon, vice president, U. S. F. & G., and vice chairman of the surety industry war committee.

In accepting the award Mr. Starling said it was in recognition of the surety companies' part in the expediting program. Under the department rules, it is said, an industry cannot be cited.

The expediting plan was set up in 1942 by surety companies to facilitate the handling of consents of surety to contract modifications. In cases of huge war contracts 25 or 30 surety companies went on the contractor's bonds. To obtain all their consents by the old routine method would have required perhaps 30 days, resulting in delay in contract work and in payments to contractors.

To overcome this situation the expediting plan was worked out under which Mr. Starling was given power of attorney by the surety companies, and he represented them and executed consents for all of them.

Surety Claim Men Meet

The Chicago Surety Claim Association held its monthly meeting this week. Roger Dotem, attorney, Dent, Weichelt & Hampton, spoke on Illinois probate court procedure.

George Feidler, attorney of Arlington, Feidler & Healy, will speak at the May meeting on "Contract Bonds."

Extend San Francisco Airport

Morrison-Knudson Co., Los Angeles, and Macco Construction Co., Clearwater, Nev., jointly, were low bidders on the extension of the San Francisco airport. Their bid was \$4,017,731. The Los Angeles office of Fidelity & Deposit will execute the bond.

ACCIDENT

Zimmerman Headliner at H. & A. Conference

Agency Management Session

Under the direction of G. A. L'Estrange, Wisconsin National Life, chairman agency management committee, and J. W. Scherr, Jr., Inter-Ocean Casualty, chairman of the convention committee an unusually attractive half-day session has been arranged at the annual meeting of the Health & Accident Underwriters Conference in Cincinnati May 21-23 for those interested in agency problems.

Charles J. Zimmerman, director of institutional relations, Life Insurance Agency Management Association, will keynote this particular session with a talk outlining insurance cooperation with ex-service men under the GI bill of rights. Provision has been made for a discussion following Mr. Zimmerman's talk, with questions on this subject.

Chairman L'Estrange will conduct a round table discussion handled by various members of his committee on agency problems.

The session will conclude with a talk by Dr. George Davis, Purdue University, on the Purdue sales training course for accident and health insurance and its future possibilities. Dr. Davis will present an interesting proposal to the accident and health industry.

Advance registration for the Cincinnati meeting is now over 200.

Ketchum Slated for Permanent A.M.C.P. Post

Jay C. Ketchum, executive vice-president of Michigan Medical Service who was recently appointed interim secretary of the American Medical Association's Associated Medical Care Plans, is expected to be confirmed as executive director at the first meeting of the A.M.C.P. at Chicago this week. This position will place him in charge of the

new A. the new tive ter-

Mr. present organizati ualty ci an exa ment, I repres Casualt came he beo West's which National

Case by A

The pointed departm tion of

Mr. and he years, l ualty a fore jo 1937. I Health was vic

Dona superin underw ate of been v demnit years i as a lie

Shapke

Ned dent an McGee the W Health Analyz progr associ Sons v tinenta northe

Walke

SAL meeting Club Agency Walke 5% ye Succes man." must man, (4) m Pres commi Securi an int attend annual

Fowler

C. H. of Pac presid sociati writer Pacific dar Ra Othe nental Aucke tary-tri dental of the

Reitze

Glen to E. Benefi April Health agents outline build that indepe which help s indepe

new A.M.A. program. Other officers of the new corporation will serve for elective terms only.

Mr. Ketchum will continue in his present capacity with the Michigan organization. Active in Michigan casualty circles for 20 years, he started as an examiner with the Michigan department, later becoming the department's representative with the Central West Casualty when the commissioner became its conservator. From that post, he became vice-president of Central West's successor, Great Lakes Casualty, which was later absorbed by Dearborn National Casualty.

Casey and Parker Advanced by Accident & Casualty

The Accident & Casualty has appointed William F. Casey to the agency department as superintendent of production of the accident and health division.

Mr. Casey has been in the accident and health business for a number of years, having been with Fidelity & Casualty and Independence Indemnity before joining Accident & Casualty in 1937. He is a member of the Accident & Health Club of New York, of which he was vice-president in 1938.

Donald G. Parker has been named as superintendent of the accident and health underwriting department. He is a graduate of Wesleyan University. He has been with Travelers and Phoenix Indemnity. He was in the navy for three years in the Atlantic and Pacific areas as a lieutenant.

Shapker Speaks in Wichita

Ned B. Shapker, manager of the accident and health department of Thomas McGee & Sons, Kansas City, addressed the Wichita Association of Accident & Health Underwriters on "Prospecting, Analyzing and Selling Security." He is program chairman of the Kansas City association and before joining McGee & Sons was agency supervisor for Continental Casualty's disability division in northern Missouri and in Ohio.

Walker Salt Lake City Speaker

SALT LAKE CITY—The April meeting of the Utah Accident & Health Club was sponsored by the Walker Agency, with Comm. F. Edward Walker, who recently returned from 5½ years in the navy, speaking on "A Successful Salesman Is a Master Salesman." He said the master salesman must be a combination of (1) salesman, (2) secretary, (3) treasurer and (4) manager.

President C. A. Thomas appointed a committee headed by D. C. Stephens, Security Life & Accident, to work up an interest and make arrangements for attendance at the National association annual meeting in Denver.

Fowler Cedar Rapids President

C. H. Fowler, new general agent there of Pacific Mutual Life, has been elected president of the Cedar Rapids (Ia.) Association of Accident & Health Underwriters. Mr. Fowler, formerly at the Pacific Mutual home office, became Cedar Rapids general agent in January.

Other officers are: Ray Moore, Continental Casualty, vice president; Archie Auckerman, Auckerman agency, secretary-treasurer, Arthur Adams, Occidental Life, retiring president, chairman of the executive committee.

Reitzel Detroit Speaker

Glenn E. Reitzel, executive assistant to E. B. Brink, state manager of Mutual Benefit Health & Accident, spoke at the April meeting of the Detroit Accident & Health Association on how to keep agents geared to positive results. He outlined steps which he has used to help build up the Brink agency. He stressed that "you must make your salesmen feel independent" and showed the steps which the agency and company take to help salesmen realize their ambitions of independence.

ASSOCIATIONS

Arkansas Claim Men's Association Reorganized

LITTLE ROCK—The Arkansas Claim Men's Association, which had suspended activities during the war years, has reorganized with these officers: Al Bowen, Employers group, president; J. M. Chambers, Chambers Claim Service, El Dorado, 1st vice-president; Wes Martsoff, U.S.F. & G., Little Rock, second vice-president; Branch Fields, Aetna Casualty, Little Rock, secretary-treasurer, and Louis Logan, public relations chairman.

At the first meeting under the new setup, Riddick Riffel, secretary of the Arkansas Workmen's Compensation, Commission spoke on the administration of the compensation act and how the adjuster could operate more closely with the commission. Following his talk, Mr. Riffel conducted a question-and-answer period.

Casualty, Fidelity Congress for Kansas City April 29

The annual casualty and fidelity sales congress of the Casualty & Surety Underwriters Association of Kansas City will be April 29 with a program of six speakers for the one-day meeting.

Kenneth Ross, manager Kenneth Ross & Co. agency, Arkansas City, Kans., will talk on "Aviation Insurance." Other speakers are: Holton Price, W. H. Markham & Co., St. Louis, on "Comprehensive D.D.D."; Russell A. Algire, formerly vice-president of National Surety in charge of burglary, on "Valuable Papers;" J. M. Bugbee, automobile department manager of Maryland Casualty, on "Automobile Insurance;" Ray J. Beech, superintendent of production of American Automobile, on "Comprehensive Liability;" and Wellington Potter, Rochester, N. Y., on "Mutual Morphine."

F. Glenn Packwood, Kansas City manager for Massachusetts Bonding, is general chairman.

Club Discusses Claim Procedure

A round table discussion on "Claim Procedure for Hernias under the Compensation Act" was led by E. B. Jordan of Commercial Standard at a meeting of the Fort Worth Claim Mens' Association. J. P. Cooper, Rhea Vernon, B. E. Deck, Associated Employers Lloyds, and J. C. Whitson, Fort Worth Transit Co., were welcomed as new members. It was voted to suspend business meetings until fall. The May meeting will be a stag party with Mr. Jordan in charge of arrangements.

The Casualty Adjusters Association of Seattle will hold its annual stag party May 3.

DEATHS

Comm. Roy W. Gordon, 44, engineer with Ocean Accident in Boston from 1934, died at his home in Somerville, Mass. A graduate of Massachusetts Nautical School in 1922, he was in the merchant marine until 1934 and during the war was assigned to the engineering department of the Boston shipyard.

John M. Larson, 56, died at his home in Brookline, Mass. For more than 17 years he was a trustee of Employers Group Associates and a director of American Employers and Employers Fire.

Wash. Assigned Risk Meeting

SEATTLE—The annual meeting of the Washington automobile assigned risk plan will be held here April 30. B. K. Campbell is manager.

Wash., Oregon Casualty Premiums, Loss Ratio Up

SEATTLE—Net premiums written by casualty companies in the state of Washington in 1945 reached a record high of \$28,302,974, with a paid loss ratio of 37.6%. Premiums increased \$3,175,836 over 1944. United Pacific again led the field with \$2,732,989, paid loss ratio 42.4%.

Automobile liability premiums were \$6,476,406 and losses paid \$1,914,593, loss


ratio of 29.6. Net premiums on auto property damage were \$2,727,205 and losses \$1,510,973, loss ratio 55.5.

Oregon casualty net premiums were \$18,756,000, a gain of \$1,080,308 over 1944. The paid loss ratio was 41.4%, compared with 38 in 1944.

Auto liability premiums totaled \$4,921,412, with paid loss ratio of 34.4%.

Miss Wanza Pierce, with Commercial Standard at Little Rock, recently won the ladies (city) open bowling championship there.


Chartered 1842



3

Facilities

The diversified facilities of the Atlantic market, steadily increasing in geographical extent, include marine, fire, inland marine, automobile, burglary, workmen's compensation, general liability and allied lines. Centennial Insurance Company (a wholly owned stock subsidiary) and Atlantic Mutual Indemnity Company (a profit-participating affiliate) issue their own policies. The seal below identifies combination policies jointly issued by Atlantic Mutual Insurance Company and Atlantic Mutual Indemnity Company. Complete information on request.



ATLANTIC

Mutual Insurance Company

FORTY-NINE WALL STREET • NEW YORK 5, N. Y.

Albany • Baltimore • Boston • Chicago • Cleveland • Dallas • Detroit
Newark • New Haven • Philadelphia • Pittsburgh • Rochester • San Francisco

Specially trained men from our staff available for Audits on Motor Cargo lines subject to I.C.C. Endorsement B.M.C. 32 to determine financial condition and outstanding claims.

Audits and Inspections in connection with all types of Inland Marine and Ocean cover.

ATWELL, VOGEL & STERLING, INC.

60 John Street, New York :: A-1855 Insurance Exchange, Chicago
369 Pine Street, San Francisco

Offices in 19 other cities furnishing nationwide service.

Misgivings as to Rate Law Trend

(CONTINUED FROM PAGE 10)

latures and it will be up to the states to make the basic decisions.

Mr. Harrington emphasized that he was not being dogmatic in his statements, but what he had to say should be considered in the nature of a soliloquy.

Main Points of Difference

The speaker outlined the main points of difference that exist in the field of rating legislation. Foremost, of course, is the question of whether there should be prior approval of rates, filing subject to subsequent disapproval or merely a statutory provision that the rate should be adequate, reasonable and not unfairly discriminatory, but giving the insurance commissioner the right to ex-

amine filings and to issue cease and desist orders if he finds the rates do not meet the standards.

Other issues concern the nature and extent of the authority of the state to investigate and supervise the activities of rating bureaus; the right of the commissioner to afford specific relief to minority members or groups that are members or subscribers of rating bureaus; the extent to which the rate making section shall provide flexibility in the use of rating plans; to what extent the deviation section shall provide for deviations in pure premium as well as the expense portion of the rate; to what extent the public shall have the right of review of rates; whether judicial review shall involve questions of law only or questions of fact as well, and whether such review shall be on the record before the commissioner or on a trial de novo.

The laws, he said, must conform to the intent of Congress "that competitive rates on a sound financial basis are

in the public interest." If it should develop that state laws are in conflict with congressional intent, the work that has been done will have been in vain.

The insurance supervisors must see to it that the laws are liberally interpreted and provide opportunity for reasonable competition and the development of new forms of insurance. The obligation to permit and encourage reasonable competition rests primarily upon the industry itself. All proposals for rate laws authorize the industry to initiate rates, rating plans and coverages. The commissioner is required only to approve or disapprove them.

Eastern Loss Group Plan on 10% Option

(CONTINUED FROM PAGE 1)

issued to a repairer covering customers' goods; issued to a laundry, or proprietor or a cold storage locker covering customers' goods; issued to a fraternity house or college covering property of students; or any policy covering "in trust or commission."

Provision for Reimbursement

Where the household contents policyholder prefers to exercise the option of claiming under the household policy rather than presenting his claim to a bailee or custodian the household contents insurer may, on payment of a claim under the 10% extension, present the claim to the "other insurance" carrier and where the claim is a proper one as to amount and the insurance is adequate, full reimbursement will be made by the other insurance carrier.

However, where the "other insurance" is limited in amount and inadequate to pay the claims of all parties, it is not intended that the agreement shall operate to prevent the "other insurance" carrier, in the exercise of its discretion, from recognizing the claims of otherwise uninsured parties up to the full limit of liability, and should there be any amount of insurance remaining it will be available for proration among the household contents insurers.

"Same Policyholder" Defined

The agreement points out that where reference is made to the "same policyholder" members of the family of the insured residing permanently with him shall be considered as the "same policyholder." For example, a household and personal property policy in the name of the wife and fire insurance at a country club in the name of the husband would be considered insurance of the "same policyholder." It is also made clear that no provision in the temporary agreement is intended to restrain presentation and payment of claims under one policy even though such payment may result in reimbursement by the other company in accordance with the terms of the agreement.

Fire-Casualty Conference at Ohio State University

(CONTINUED FROM PAGE 1)

nite period thereafter. He said that the simple work sheet for business interruption needs only the four important figures of annual income, cost of raw materials or merchandise, cost of ordinary labor, and heat, light and power, all properly weighed to reflected next year's anticipated trend.

Problems of Loss Adjustment

Mr. Davis said serious friction is encountered in but a small minority of the thousands of fire and allied lines losses that are adjusted each year. Touching upon the minority of losses, he said one of the outstanding causes of trouble is improperly written policies. He said the policy should be drawn up in such a manner as to prove perfectly clear in case of loss. Not since the early days of insurance, he said, has this ever been

more important and especially when two or more policies have been written intending to cover the same risk and interest. Competition, he asserted, is constantly broadening contracts. He said clauses and riders should be fully explained by the agent. Demand for, and interest in, provisional insurance is becoming more and more pronounced, and therefore it can be expected that loss adjustment problems will multiply unless corrective measures are taken in the selling and handling of this type of insurance. When a policyholder sustains a loss he is entitled to the service of a trained, competent adjuster. Fire insurance is one of the largest industries and the adjuster is a most essential factor in the business, yet little is being done educationally, to equip men for this highly important work.

WANT ADS

HOME OFFICE CLAIMS MANAGER

Here's a real opportunity with a young progressive exclusive one-line Casualty Company. This Midwest Company, who are leaders in their field wants to employ aggressive man with Home Office experience adjusting claims to head department. Previous Home Office experience necessary as well as administrative ability. In reply state age, education, experience and full qualifications. All replies will be kept strictly confidential. Address F-80, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Experienced Surety production man. Preferably one familiar with Burglary Insurance to assist in the development of these classes.

AMERICAN INDEMNITY CO.

P. O. Box 1259 Galveston, Texas

WANTED

EXPERIENCED CASUALTY INSURANCE CLAIMS SUPERVISOR. Must know all lines and be thoroughly acquainted with administrative problems in connection with claims work; preferably background of at least ten years in Assistant Manager or Manager capacity. Excellent salary and opportunities for future advancement. In reply please state qualifications and salary expected. Address F-72, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Automobile claim examiner experienced in Fire, Theft and Collision, automobile parts and repair costs. Outstanding opportunity with growing company. Mid-States Insurance Company, 182 W. Lake St., Chicago 1, Ill.

WANTED WORKMEN'S COMPENSATION PRODUCER

Excellent opportunity, especially if familiar with retrospective or participating plans. Texas territory only. Give age and details of past experience first letter. TEXAS INDEMNITY INSURANCE COMPANY P. O. Box 1259 Galveston, Texas

POSITION WANTED

Young veteran, age 29, now employed, 7 years experience with local agency. Desires casualty production position with agency. Prefers South. Address F-74, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

AVAILABLE

Cook County territory Casualty Branch Manager—Complete knowledge of entire office procedure from agency to accounting—Department managers available, if desired—Number of brokerage accounts controlled. Address F-82, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

A. F. SHAW & CO.

Incorporated

GENERAL AGENTS

Insurance

175 West Jackson Boulevard, Chicago 4

Telephone Wabash 1068

SUBURBAN CASUALTY COMPANY PIONEER FIRE INSURANCE CO.

EDWIN F. DEICKE
President

"Suburban"
Founded
in
1925



(Our Modern Home Office Building)

"Pioneer"
Founded
in
1918

2 GOOD STOCK COMPANIES

Worthy of the Highest Confidence

Home Office—Wheaton, Ill.

Chicago Office—100 W. Monroe Street

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Mo. Agents Meeting Set for Sept. 6-7

The annual meeting of the Missouri Association of Insurance Agents will be held in the Muehlebach hotel, Kansas City, Sept. 6-7. B. G. Gregory of St. Louis, executive secretary, announced. George F. King, Standard Insurance Agency, Columbia, is president.

Complete program details have not been given. The Kansas City association will be host at a dinner the night of Sept. 5 for the state executive committee, and afterwards the committee will hold a pre-convention session at which Chairman Harry M. Gambrel will preside.

A feature will be a rural agents forum in which authorities on various phases of insurance coverages of especial interest to agents and brokers operating in rural sections and smaller cities and towns are to participate.

Election of officers and consideration of business will take place at the business session the morning of Sept. 7. The convention dinner will be the night of Sept. 6.

Those planning to attend should make room reservations direct with the management of the Muehlebach hotel as early as convenient, so as to facilitate allotment of space, which may be limited.

Industrial Buyers Institute Held at U. of Wis.

MADISON, WIS.—An insurance institute for industrial buyers of insurance in the state was conducted by University of Wisconsin for three days with R. L. Moberly as director. There was a discussion on business interruption insurance by John W. Fish of Fish & Schullamp, Madison. Commissioner Duell spoke on "The Insurance Department and Industry" at a dinner.

The second day's program included an address on "Fire Prevention Programs and Their Effect on Insurance Rates" by Arthur Steinhilber, Wisconsin Fire Insurance Rating Bureau, Madison, and W. H. Burhop, executive vice-president Employers Mutual, Wausau, talked on workmen's compensation insurance.

Speakers the last day included E. W. Kitzrow, vice-president Hardware Mutual Casualty, Stevens Point, on "Advantages and Disadvantages of Self-Insurance," and Arthur Anderson, Neckerman-Brecher agency, Madison, on "Public Liability and Property Damage Insurance."

W. O. Schilling, Jr. to Waukegan Local Agency

W. O. Schilling, Jr., who came out of the army in February as a major after five years' service, has become associated with the Carl E. Mellen local agency at Waukegan, Ill. He graduated from University of Wisconsin in 1935 and then was with U.S.F.&G. until he went into the army in 1941. He was first in the surety department at Minneapolis and then was district supervisor at Chicago. His father is the well known manager of U.S.F.&G. at Chicago. The Mellen agency is a prominent representative of U.S.F.&G. and Fidelity & Guaranty Fire.

William Traver Branch Manager

William Traver, overseas more than two years with the 909th field artillery in Belgium, Holland and Germany, has returned to Dearborn National. He will be branch manager at Lansing.

O'Toole Tells of New Forms at Buyers Conference

ST. LOUIS—John J. O'Toole of F. D. Hirschberg & Co., national state director of the National Association of Insurance Agents and past president Insurance Board of St. Louis, spoke on "A Review of Property Insurance, Including Fire and Allied Lines" at a luncheon meeting of the St. Louis Insured Members Conference of the Associated Industries of Missouri. He reviewed developments and changes that have taken place in property insurance and various new forms which are being used. He also took up the coinsurance clause and its application, stating that many concerns that haven't done any new constructing or major repairs in recent months may not be aware of the increased value of their properties from an insurance viewpoint, and so underinsured and lacking in proper coverage. He touched on extra-expense, sprinkler leakage and the new business interruption forms.

J. E. Murphy Forms New Minnesota General Agency

J. E. Murphy has organized the J. E. Murphy Co., general agents, with headquarters in the Northwestern Bank building, Minneapolis. The office will serve as Minnesota general agents for Pennsylvania Casualty, Utah Home Fire and Stuyvesant.

Mr. Murphy recently resigned as Minnesota manager of American Indemnity. For eight years he was connected with Hardware Mutual Fire and Hardware Indemnity, and for part of that time was assistant general sales manager.

Associated with Mr. Murphy in his new general agency is H. V. Berlin, who has been active in insurance work in Minnesota and North Dakota.

Ellis Estate Trustee

DES MOINES—Under the will of the late L. Elton Ellis, head of the L. E. Ellis & Co. general agency, a trusteeship was established naming Henry G. Zimmerman, H. A. Petersen and Alice L. Voris as trustees.

Mr. Zimmerman has been an insurance man in Iowa for many years, first with Employers Mutual Casualty of Des Moines and then as a partner in the M. L. Dudley agency here. He became associated with Ellis & Co. 20 years ago as a special agent, eventually became secretary and for the past few years has been vice-president.

Mr. Petersen joined the firm five years ago when the general agency absorbed the Olmsted agency and became secretary at that time.

Open New Agency in Dayton

Robert M. Payne and Robert P. Wagner have organized a new local agency in Dayton, O., to be operated as the Payne-Wagner Co., with offices in the Gas and Electric building. Both are well known to the insurance business and have had many years' experience in handling fire and casualty lines.

Scheufler to Speak May 7

ST. LOUIS—Former Superintendent Scheufler of Missouri, recently named special legal adviser to the Missouri Association of Insurance agents, will address the Insurance Board of St. Louis at a luncheon meeting on the effects of public law 15. He is expected to give his views on what steps should be taken by the Missouri agents and

brokers to protect their interests in connection with any new legislation that is needed to bring Missouri into line with requirements of PL 15 and the effects of the Supreme Court decision in the S.E.U.A. case.

Send Out Mo. Membership Signs

ST. LOUIS—B. G. Gregory, manager of the Insurance Board of St. Louis and executive secretary Missouri Association of Insurance Agents, is sending out to association members official membership signs to be placed in their offices showing membership in an organization which stands for a policy of having only persons properly qualified to sell insurance protection to the public. The Missouri association now has 523 paying members, an all time high.

Agents Back Safety Movement

The newly formed Grand Ledge (Mich.) Association of Insurance Agents is sponsoring a safety program there to avoid traffic accidents. A safety patrol has been organized among the school children with boy patrolmen who wear white belts in fair weather and white raincoats and hats on rainy days. Stuart W. Doty of the association spoke at meetings of the student bodies of the high schools and grade schools, explaining the need for traffic regulations.

Fort Wayne Course Instructors

Walter G. Dithmer of W. P. Ray & Co., general agents, Indianapolis, and Richard J. Layton, manager systems division of "Rough Notes," are serving as instructors for the agency management course being conducted by the Fort Wayne Association of Insurance Agents. This is a part of the N.A.I.A. course and upon completion of this subject, the group will have completed the entire course.

Bank-Agent Film in K. C.

The Insurance Agents Association of Kansas City held a showing of the film, "Bank-Agent Auto Plan in Action" Friday. R. L. Stewart, Jr., president of the association, introduced B. G. Gregory, executive secretary Missouri association, St. Louis, who conducted an open forum discussion following the showing of the film. About 200 members and automobile department personnel of the agencies attended the meeting.

Farm Bureau Insurer Licensed

Farm Bureau Fire & Tornado of Indianapolis has secured a license. Hassil E. Schenck of the Indiana Farm Bureau is president. Vaughn V. King, formerly with Indiana Lumbermen's Mutual is manager. It starts out with \$100,000 surplus. There are some \$33,000 of prepaid premiums. It will operate through Farm Bureau agents.

Marron to Manage Agency

A. K. Marron, recently released from the armed services, has been named manager in a reorganization of the Allen-Bushee agency at Lincoln, Neb. Associated with Mr. Marron in the agency will be Elsie E. Allen, Earl R. Wilson and Mrs. Marron. The agency was organized in 1902 by Judge W. H. England.

Writing Hail in Minnesota

MINNEAPOLIS—Hail business is now being written in this territory even though seeding is not completed. The writings will hit a good stride in May and reach their peak in June. Two schools for hail adjusters have been arranged, one at Sioux Falls, May 13-14,

and the other at Fargo, May 16-17. There will also be one in Montana.

NEWS BRIEFS

Gordon A. Bubolz, president of Home Mutual and Bubolz Mutual Town Fire and secretary-treasurer of Home Mutual Casualty, all of Appleton, will be a candidate for the Republican nomination for governor of Wisconsin. He has been a state senator since 1944 and is a director of the National Association of Mutual Insurance Companies.

D. D. Usher, who has operated a local agency in Stoughton, Wis., since 1904 and has represented the Central Life of Iowa throughout that period, has sold his fire and casualty business to Harley B. Moe. He will continue as general agent of Central Life.

Harold C. Scott, for nearly 10 years with Western Adjustment and more recently with the Central Kansas Adjustment at Wichita, has opened an independent adjusting office at El Dorado, Kan.

M. A. Follansbee, Jr., recently discharged after 20 months submarine service in the south Pacific, has joined the McElroy-Minister agency, Columbus, O. He is a graduate of Ohio State University.

Maj. F. W. Hughes, recently released from the army, has joined the Willette & Hughes agency in Detroit.

The Stock Yards Insurance Agency, Kansas City, has changed its name to Home Insurance Agency. J. G. McGarragh is owner of the agency.

Gerald J. and John R. Sheets have formed a new agency at Crawfordville, Ind.

Marjorie Garansson and Kathryn Tuck Rosencrans recently opened a new agency in Sedalia, Mo., under the firm name of Rosencrans & Garansson.

Herbert E. Crass has purchased the local agency business of the Highfill Abstract Co., Thayer, Mo., from W. J. Highfill and J. L. Sipe. He was for 23 years a local agent in Toledo, O.

The Rock Island Association of Insurance Women saw a moving picture sound film, "Your Million Dollar Partner," and heard a short talk by Arne J. Huhta of Agents Finance Company, Indianapolis.

The Insurance Women's Association of Sioux City has elected the following officers for the ensuing year: Mrs. Dorothy Rank, president; Miss Ruth Nellan and Miss Virginia Sharp, vice-presidents; Miss Marjorie Teagult, secretary; Miss Betty Sas, treasurer and Mrs. Clarice Whitney, editor of the bulletin.

W. H. Tompkins of Marsh & McLennan will address the St. Paul Association of Insurance Women on comprehensive general liability insurance at the meeting May 2. Election of officers will take place at that time. The annual card party will be held May 10.

SOUTH

Dealer Cooperation Sought in Kentucky

In an effort to enlarge the current bank-agent automobile financing plan into a bank-agent-dealer combination, the American Agency Service, Inc., has been formed in Louisville.

Clyde A. Lawton, Central City, Ky., recently released from the army and formerly with Rhode Island, is president of the new corporation and his brother, J. Bryant Lawton, president of the Kentucky Association of Insurance Agents, is vice-president.

Representing dealers in the new organization is J. E. Leach, Ford dealer in four Kentucky cities, and secretary-treasurer of the Kentucky Automobile Dealers Association. Mr. Leach will be secretary-treasurer for American agency Service.

The announced purpose of the organization will be to act as a coordinating

agency between the local agent, the bank and the dealer with the primary objective of retaining in the hands of the local agent that insurance commission that has heretofore gone out of the state, and retaining for the bank the financing of local purchases.

Insurance and finance accounts will be serviced by the organization in the manner now practiced by finance companies and the banks and local agents will seek to convince the dealers of the value of financing and insuring sales in their own communities.

Dallas Adjusters Getting Additional Hail Claims

DALLAS—Claim adjusters here are receiving new claims because of the hailstorm April 9. Home owners are now discovering damaged roofs after the Texas sun and April showers have hit the cracked shingles. It is believed that total losses, however, will fall below the \$1 million mark.

Dallas lumber yards and roofing supply firms are able to supply only 10% of the materials needed immediately and it may be another two weeks before sufficient repair materials can be obtained. Federal Housing Authority states that no priorities are needed for repair jobs up to \$400 but that permits must be obtained from FHA for all jobs costing more than that.

Adjusters are asking policyholders to have a competent carpenter or contractor check damage and submit cost estimates at once, and also urging home owners to have repairmen patch up wood shingle cracks temporarily with tin shingles, available at hardware stores and lumber yards, to prevent further damage until permanent repairs can be made.

Offer Knoxville City Program

KNOXVILLE, TENN.—With a temporary binder agreement, affording fire insurance coverage on about \$2 million of city property, extended for 30 days, a citizens committee, headed by Ed S. Sample, local agent, has submitted a 40-page survey in which recommendations are made for removal of fire hazards in many buildings. If this report is accepted and the recommendations are carried out, the local agents promise a re-rating on these buildings with a reduction in the city's insurance cost.

City Manager Lockwood said the city would carry out the recommendations so far as funds and available materials will permit. Separate consideration is being given by the city board of education to recommendations concerning school buildings.

R. W. Stevens on S. C. Card

One of the speakers at the annual meeting of the South Carolina Association of Insurance Agents will be R. W. Stevens of the Chicago appraisal organization of Marshall & Stevens. The meeting is being held at Charleston. Mr. Stevens will address the opening session the afternoon of June 6. Mr. Stevens is expected to treat the all important question of the day of insurable values and how to arrive at that, and what has happened in the realm of depreciation.

The South Carolina program will start with luncheon on June 6. Then there will be the afternoon session followed by a cocktail party and banquet.

Georgia Mutual Agents Elect

ATLANTA—J. Bryan Willingham of Atlanta has been elected president of the Georgia Association of Mutual Insurance Agents. John H. Mahoney, Dublin, is vice-president; E. S. Reavis, Columbus, secretary.

Speakers at the convention included Eugene Cook, Georgia attorney general; James C. Dunlap, president Georgia Association of Insurance Agents; Fred J. Turner, vice-president Southern Bell Telephone & Telegraph Co.; Ernest Rogers, Atlanta "Journal" columnist;

and P. G. Sanford, vice-president and sales manager of Retail Credit Co.

Harrington Returns to Atlanta from War Service

W. Eugene Harrington of Spratlin, Harrington & Thomas, Atlanta, has been released from service with the re-negotiation division of the A.S.F. and as vice-chairman of the war department price adjustment board.

Mr. Harrington was in the army for four years and received the Legion of Merit for "outstanding ability in staff control in the function of negotiations." He is a former president of the National Association of Insurance Agents.



W. E. Harrington

Va. Rating Bureau Men Back

RICHMOND—Most of the 21 men who entered the service from the Virginia rating bureau have returned to their jobs. Ben G. Williams, formerly a special agent for the bureau, joined Travelers and has been taking a training course at the home office. Albert K. Earnest, who was with the engineering department, elected to remain in the service. He rose to be lieutenant commander. The only bureau man who lost his life in the war was Herbert R. Green, Jr. He was killed in this country in a plane crash.

Reorganize Langan Agency

LOUISVILLE—The Langan corporation, capital \$60,000, has been incorporated to succeed the agency firm of Richard D. Langan & Co., which was a partnership. The new company will be expanded to handle mortgage loans as well as insurance, according to J. W. Fowler, Jr., newly elected president, who was formerly vice-president of the Franklin Title & Trust Co., and Franklin Pioneer Corp. Mr. Richard D. Langan is vice-president and James J. Langan is vice-president and secretary.

Richmond Veterans Return

Robert Lecky Stone has rejoined the Robert Lecky agency in Richmond, founded by his grandfather, the late Robert Lecky. He is a son of Harry O. Stone, vice-president of the agency. He served overseas with the financial department of the third army.

Robert B. Augustine, Jr., has joined the agency of Robert B. Augustine & Co., operated by his father in Richmond. During the war he served with the air forces in the Far East.

Sponsor Aviation School

Fifty-six Louisiana agents attended an aviation school sponsored by the Harrison general agency of New Orleans with T. Emmette Thrower of Aero Insurance Underwriters as instructor. Mr. Thrower discussed hull insurance, liability coverages, hangarkeeper's legal liability, air meet liability, workmen's compensation insurance, insurance for dealers and manufacturers on personal accident coverages.

Emile Eberts with Steckler

The Henry A. Steckler Co. General Agency, New Orleans, has appointed Emile Eberts as special agent in north Louisiana. Mr. Eberts' insurance experience dates back to 1936 and except for 3½ years in service he has been continuously in the insurance business, giving special attention to inland marine lines.

McKiever Joins Miami Agency

George R. McKiever has joined Mutual Insurance Representatives agency at Miami, Fla., as executive vice-presi-

dent and general manager. Mr. McKiever has been with Mill Owners Mutual for the past 10 years and was 10 years with the South Carolina Inspection & Rating Bureau.

New Greenville, S. C., Officers

Goode Bryan has been installed as president of the Greenville (S.C.) Association of Insurance Agents. James M. Griffin is vice-president and Lois P. Todd, secretary.

Atlanta Agents Hear Cosby

ATLANTA—At the monthly meeting of the Atlanta Association of Insurance Agents, George Cosby, Travelers, was the principal speaker.

Enlist Aid of School Children

The San Antonio Insurance Exchange enlisted the aid of 52,000 school children in a home inspection and clean up program for fire prevention week. Each child was furnished with a printed list

of things which might be done about the home to aid in the prevention of fire. These were checked and returned by the child and a tabulation made by exchange.

NEWS BRIEFS

Donald H. Putnam of Ashland, Ky., local agent, has been appointed a member of the state board of education. He is a member of the executive committee of the Kentucky Association of Insurance Agents.

Insurance Women of Montgomery, Ala., heard Miss Louise Dittman describe the work of the state division of foster home care and adoption. Verdery Greenwood, president, and Marguerite Prior, vice-president of the Insurance Women of Birmingham, were elected representatives to attend the national meeting at Atlanta.

Nominees of the Insurance Women of New Orleans are: Miss Louise Eckert, president; Mrs. Loretta Miazza and Mrs. Ethel Gilmer, vice-presidents; Miss O. Huckaby and Miss Virginia Felt, secretaries; Mrs. Edna Hooley, treasurer.

Clyde T. Higginbotham, general agent at Jacksonville, Fla., now represents Western Assurance in the state.

PACIFIC COAST AND MOUNTAIN

40th Anniversary of San Francisco Fire Is Commemorated

SAN FRANCISCO—The 40th anniversary of the San Francisco earthquake and fire of 1906, which produced insurance losses in excess of \$250,000,000 and a property loss of \$350,000,000, was widely observed.

Local newspapers played up the anniversary with special features. The San Francisco Ad Club staged a special program in which several insurance men participated including a skit produced by Frank Holm, advertising manager of the Fireman's Fund, and members of the local fire department. A luncheon was attended by 25 "old timers" who were in the fire insurance business during the fire.

The "old timers" luncheon was arranged by John Henry Martin, general manager of the Standard Forms Bureau who presided over the informal affair which was devoted mostly to recounting experiences.

James C. Hitt, Pacific coast manager of London Assurance, published a four-page tabloid newspaper replete with incidents, facts, figures, and illustrations of the fire. This paper mentioned that London Assurance paid claims of \$8,291,000 "the largest amount paid by any one company operating under a single name."

Home published full-page displays in the local newspapers which carried illustrations of the fire while Fireman's Fund published large display ads recalling the part insurance—and the company—played in the rehabilitation of the city.

Visiting San Francisco as the guest of his company was Howard P. Moore, claims adjuster for Home for 53 years. Mr. Moore was one of the men sent to San Francisco in 1906 to handle claims. This is his first trip back to that city since his memorable assignment while the ruins were still hot and the streets covered with rubble.

Los Angeles Bowlers Elect

LOS ANGELES—The Los Angeles Insurance Bowling League has elected these officers: President, W. C. Phillips, Travelers; vice-presidents, Devon C. Eyer, Maryland Casualty, and R. Youngman, American - Associated, secretary, Harry Adams, Industrial Indemnity.

Pacific Automobile won the "Insurance Journal" trophy cup. Thomas Ryan, Pacific Employers, was sweepstakes winner in the singles, and Thomas Ryan and Carl Beahm, Continental Casualty, in doubles.

Fire Companies' Experience in Wash., Oregon Reported

SEATTLE—Net premiums for all lines written by fire companies in Washington in 1945 were \$25,307,300, as compared with \$23,617,689 in 1944—an increase of \$1,689,612. The 1945 loss ratio on a net paid basis was 41.4, a slight increase over the 38.8 for 1944.

Stock companies had premiums of \$22,479,741, loss ratio 43%; mutuals \$2,546,434, 27%.

Fire premiums alone were \$14,230,847, with a net paid loss ratio of 41%, distributed as follows: Stock \$11,822,494, 44%; mutuals and reciprocals \$2,140,310, 28%.

Total net premiums of fire companies in Oregon for 1945 were \$17,181,704, an increase of \$2,469,835 over 1944. However, the loss ratio on a paid basis increased from 40.5 to 52.

Stock companies wrote \$8,261,633 of fire business, and experienced one of the worst loss ratios—67%—in the history of the business in Oregon. Fire volume was \$830,091 above the 1944 figure. The mutuals' experience was far better, with a 31.4% paid loss ratio on net premiums of \$1,855,234. Reciprocals wrote only \$380,986 in net premiums with a loss ratio of 75%.

Idaho Falls Office Started by E. Scott Wetzel

A new branch office at Idaho Falls has been opened by E. Scott Wetzel, widely known independent adjuster of Salt Lake City. Sidney E. Smith, an attorney, will manage the new office. Mr. Smith saw service as a captain with the adjutant general's staff.

Mr. Wetzel, recently returned from service, has renewed his practice in Utah, Idaho, eastern Nevada and western Wyoming. The company handles adjustments on fire, casualty, automobile, marine and workmen's compensation.

Mr. Wetzel started his adjusting career in the office of Frank Allyn in Seattle in 1933 and established his own office in Salt Lake City in 1941. During the war he was a lieutenant in the navy.

Long, Cothran at Coast Parley

George C. Long, president, and Perrin C. Cothran, vice-president of Phoenix of Hartford, are en route back to the home office following a Pacific Coast regional field men's conference in San Francisco. Frank C. Beazley, vice-president in charge of the Pacific Coast, conducted the series of meetings, assisted by Resident Secretary Ernest Wagner. After the close of the conference the two home office executives, accompanied by

Mr. Bea Angeles.

Name M

Delega

ciation o

year me

Preside

nam, vic

national

N.A.I.

gene I

dent L

H. Men

secretary

Aero O

Aero

opened

manag

merly lo

office co

of Jack

ten's ass

Assist

Peter R

jurisdict

Washing

Alaska.

Hinkle

The S

ing Leac

ley, pre

F. & M

ford, vic

mercial

Crandal

schedul

team.

Eby H

SAN

been el

Associ

Agents,

Deans

Craven

preside

Victor

was re

"Conti

LOS

Kenny

nership

plying

centage

may w

trolle

tion w

purcha

Toso

Harco

Covera

lunches

ciation

NEWS

Vice

ployer

trip.

Will

years

air co

Agenc

Prov

has b

Georg

agents

Insu

nomina

at the

Ellen

laide

corres

ordin

Prudy

250 F

CIN

reserv

the n

Assoc

11-17

planni

minim

time

Carev

tions.

Mr. Beazley, spent a few days in Los Angeles.

Name N. A. I. A. Delegates

Delegates from the California Association of Insurance Agents to the mid-year meeting of the National Association in Cincinnati in May will include President Ira D. Wheeler, C. M. Putnam, vice-president; Neal Harris, state national director; William Welsh, N.A.I.A. executive committeeman; Eugene E. Battles, Robert White, president of the Los Angeles Association; William H. Menn and E. E. Hayden, executive secretary.

Aero Opens Seattle Office

Aero Insurance Underwriters has opened an office in Seattle, under the management of Neilson K. Masten, formerly located at Spokane. The Spokane office continues under the management of Jack H. Sumner, formerly Mr. Masten's assistant in eastern Washington. Assisting Mr. Masten at Seattle is Peter Robertson. The Seattle office has jurisdiction over western Oregon and Washington, British Columbia and Alaska.

Hinckley Bowlers' President

The San Francisco Insurance Bowling League has elected Lawrence Hinckley, president; Dudley Poston, St. Paul F. & M., and Robert H. Butler, Hartford, vice-presidents; D. W. Prole, Commercial Union, secretary, and H. T. Crandall, Hartford, treasurer. The 1946 schedule was won by the Hartford team.

Eby Heads Cal. General Agents

SAN FRANCISCO—L. R. Eby has been elected president of the California Association of Insurance General Agents, succeeding Carl N. Homer of Deans & Homer. Malcolm Cravens, Cravens, Dargan & Co., is the new vice-president and John M. Demmer of the Victor Montgomery General Agency was reelected secretary-treasurer.

"Controlled Property" Defined

LOS ANGELES—Attorney General Kenny has held that property of a partnership is "controlled property" in applying a California law limiting the percentage amount of insurance an agent may write upon property owned or controlled by himself. The agent in question was a partner in a business which purchased its insurance from him.

Toso Is Oakland Speaker

Harold J. Toso discussed "Unusual Coverages of Lloyds of London" at a luncheon meeting of the Oakland Association of Insurance Agents.

NEWS BRIEFS

Vice-president Julius P. Mayer of Employers Fire has been on a west coast trip.

William H. Richard, who served two years overseas as an officer in the army air corps, has joined the Swan General Agency, Vancouver, Wash.

Provincial Underwriters of Yorkshire has been licensed in Washington with George C. Newell & Co., Seattle, as agents.

Insurance Women of Los Angeles have nominated these officers, to be voted on at the June meeting: President, Mary Ellen Harper; first vice president, Adelaide Stone; treasurer, Mildred Dockins; corresponding secretary, Ann Monk; recording secretary, Bessie Heryford and Prudy Skanadore, editor.

250 Register for N.A.I.A. Meeting

CINCINNATI—About 250 advance reservations have already been made for the mid-year meeting of the National Association of Insurance Agents May 11-17. Early registration is urged for all planning to attend so that there will be a minimum of delay and discomfort at the time of the meeting. A. M. O'Connell, Carew Tower, is in charge of reservations.

EASTERN STATES ACTIVITIES

Name Speakers for Rhode Island Meet

Four excellent speakers will participate in the midyear meeting of Rhode Island local agents at the Biltmore hotel in Providence April 29.

During the afternoon session the following addresses will be heard: "Comprehensive Liability Coverages," by J. Earl Payne, assistant secretary of Continental Casualty; "Comprehensive DDD Policy," by William J. Schiff, assistant secretary of Indemnity of North America; and "The Casualty Company Looks at the Personal Property Floater," by John J. Iago, vice-president of Fidelity & Deposit.

Edward C. Stone, U. S. manager of Employers' Liability, will be the dinner speaker.

More N. Y. Meeting Details Given

Additional program details of the New York State Association of Local Agents meeting at Syracuse May 6-7 have been announced.

Robert E. Consler, Rochester, has been named chairman of the resolutions committee for the convention, and R. M. L. Garson, Glens Falls, is head of the nominating committee.

Earl W. Quick, president Westchester County Association, will preside at the local board conference at the first morning meeting.

Dr. Alan D. Stockdale will speak at the banquet. Another banquet feature will be the Syracuse university alumni glee club.

Providence Bank Issues Auto Form

PROVIDENCE—The Industrial Trust Co. of Providence has sent to agents, as part of its collaboration in the bank and agent auto plan, copies of its standard application for financing of the purchase of a new car. It is a simple form, measuring 8 1/4 x 10 inches. The

statement of the purchaser is on one side and includes the instruction for insurance coverage while the reverse side is a work-sheet, giving information about the car and the financing of it. Agents can obtain supplies of the forms by writing or telephoning the trust company.

Open New Buffalo Office

National Grange Mutual Liability and National Grange Fire have appointed Don H. Gristmacher, district manager in Buffalo, a new position. The companies previously maintained a claims office in Buffalo but under the expanded program it will also handle sales. Mr. Gristmacher recently was discharged from the army air forces.

Syracuse Valuation Campaign

The Syracuse (N. Y.) Underwriters Exchange is sponsoring educational newspaper advertising stressing the need to "Reexamine, Reevaluate and Reinsure." Twenty-one Syracuse agents are cooperating in sponsoring the program.

Speaks on "Fraudulent Claims"

WASHINGTON—Wayne Merrick, manager claim bureau Association of Casualty & Surety Executives, spoke on "Fraudulent Claims" at a luncheon meeting of the Insurance Club of Washington.

NEWS BRIEFS

Two New Jersey aviation insurance firms have purchased new aircraft for use in business, the aviation branch of the John C. Conklin agency and Aviaiders, a division of Lippman & Levy, insurance brokers of Newark.

Lt. Col. J. Purley Cooper, Jr., former field artillery commander, spoke at the April meeting of the Insurance Women of Maryland. Col. Cooper talked about his impressions of the European countries in which he had seen service. A business meeting followed at which Marie Ashley McCann and Margaret Evans Hoffman were elected delegates to the convention at Atlanta.

IN THE CANADIAN FIELD

Dominion Board Denies New Auto Plan Is Insurance

TORONTO—Public reaction will adversely affect the compulsory automobile plan now in effect in Saskatchewan, especially when those paying the cost find they have inadequate public liability protection, in the opinion of representative member companies of the Dominion Board. The board denies that the plan is automobile accident insurance in any sense of the term.

It is a form of compensation giving limited benefits, which many insurance executives state could be furnished on the same basis at about one-half the price exacted by the province.

A motor vehicle operator or owner cannot register his vehicle or obtain a license to drive without paying a premium for this insurance at whatever scale of fee the government determines. The present cost is \$5 for the private passenger car or small farm truck and \$1 for each operator, with higher rates for commercial vehicles or larger farm trucks. Payments will be made to victims of accidents regardless of fault. The amount of benefits is prescribed by law.

Government Crop Insurance Sought in Saskatchewan

REGINA—The province of Saskatchewan has started agitation for crop insurance which would provide producers with much more protection than is afforded by hail insurance.

Only a comprehensive system of crop insurance, which would in effect

provide insurance against crop failures, will deal adequately with the situation, the government believes. Experience in a number of wheat-producing countries indicates that it is almost impossible to institute a system of crop insurance dependent entirely on payments from the farmer, government spokesmen contend. Certain risks, such as hail, can be covered with reasonable premiums, but losses resulting from vagaries of weather, insect pests and plant diseases, have resulted in abandonment of insurance schemes in almost all areas where they have been tried.

The Saskatchewan government has ratified an insurance bill requiring institutions receiving provincial grants from the government to take out their insurance with the government's own insurance office.

Defending the new legislation, Social Welfare Minister O. W. Valleau states that it has been proved that the operation of private insurance companies in the past had been detrimental to the people of the province.

Seabrook Vancouver Inspector

VANCOUVER—H. H. Seabrook has become inspector at the branch of London Assurance and associated companies. He will assist Branch Manager J. Edward Johnson. He has recently been three years in service with the Canadian army.

Set British Columbia Meeting

The annual meeting of the British Columbia Underwriters Association has

been set for May 29-30 at the Qualicum Beach Hotel, Vancouver Island.

Alfred E. Goodman, 85, former secretary-treasurer of the British Columbia Automobile Underwriters Association, died at Abbotsford. Later he was automobile manager of the British Columbia Underwriters Association when the fire and automobile associations were amalgamated in 1927.

MARINE

Limit Coverage on Philippine Shipments

NEW YORK—A drastic reduction of coverage on cargo destined for the Philippines through Manila has been announced by leading marine underwriters.

Present risk conditions will continue on goods packed in metal drums, metal-strapped wooden cases, metal-strapped crates and metal-strapped compressed bales. Coverage will be reduced on merchandise not packed in these ways to not lower than FPA while water-borne with the shore coverage confined to risks of collision, derailment, overturning of conveyance, fire and collapse or subsidence of docks.

It is understood that this drastic new basis of coverage will become effective immediately on new business and that underwriters have already sent out notices to their policy holders that the coverage reduction will be effected within the 30-day interim period as provided in their policies.

Reports are still reaching carriers in this country showing a very alarming rise in losses from dock theft, exposure and damage due to inadequate packing. With the approach of the rainy season in the Philippines these losses make it imperative that a reduction of coverage be made. It was indicated that, although the current high rates would not be affected, the coverage reduction would not have been necessary had American exporters uniformly complied with oft-repeated packing instructions during the interim period while policies are being reformed.

Most leading underwriters are charging rates as follows: 3% on petroleum and other merchandise in metal drums as well as heavy machinery and products not easily pilfered; 6% on all other goods, and merchandise except flour which is packed in metal-strapped wooden cases, metal-strapped crates or metal-strapped compressed bales, when so described in declaration of insurance. On all other goods and merchandise, except flour, packed in other types of containers, a rate of 20% will be charged.

It was pointed out that many American exporters are attempting to ship goods to Manila in domestic packing. Normally, this cheap method of shipping overseas is acceptable, although not desirable, but under present conditions of exposure, looting and mismanagement at Manila's docks, exporters cannot hope to achieve safe delivery on any but a small part of their shipments. Marine insurance men emphasize that, although exporters are not losing money by packing inadequately, they are losing business and the good will of their market.

In view of increased shipments to Shanghai and Hongkong, underwriters are paying especial attention to experience at these ports. No action has been taken to increase rates at these and other far eastern ports.

See \$2 Million Premium Potential in Locker Plants

A few companies have made something of a specialty of insuring cold storage locker plants throughout the country and see very substantial opportunities in the line. They have taken pains to become acquainted with the various types of equipment, the manufacturers, the hazards and the plants that are projected. There are about 9,000 such plants in the United States

today and there are orders for many thousands more.

One company that has pursued this line aggressively finds that the average locker operation produces a five year premium of from \$800 to \$1,000 and if that figure is applicable uniformly it would mean that the potential of the existing plants is about \$2 million in premium revenue annually.

LM.U.A. and I.M.L.B. Meetings

The Inland Marine Underwriters Association and the Inland Marine Insurance Bureau will hold their annual meetings at Skytop Lodge, Skytop, Pa., May 20-21. In addition to regular business, several officers will be elected.

Brennan Resigns McGee Post

John T. Brennan has resigned as Chicago manager of W. H. McGee & Co., a position that he has held for a

number of years. He has not announced his future plans.

Frank Combiths, for 12 years an independent marine broker and surveyor in Chicago before entering the coast guard in 1942, has joined the marine department of French & St. Clair, San Francisco brokers.

MOTOR

Cast Unhappy Glances at Improved Bumpers on Cars

Automobile insurance specialists are casting unhappy glances these days at the improvised bumpers that are being installed on many of the new cars. Some of these consist merely of 2x4s while

others are rough bars of metal. Perhaps they afford as much protection as a properly styled bumper, but the insurance people are depressed to see so much expensive grillwork protected by what appears to be very primitive methods. Manufacturers are not able to supply regular bumpers on many cars and they furnish these substitutes until the proper article is available.

Contingency Reserve Plan

(CONTINUED FROM PAGE 1)

statements but if the department's formula accurately reflects the inflation in stock values there should be no violent fluctuations due to stock value shifts thereafter.

The formula will apply to the companies' entire stock holdings, as it would be impracticable to have it reflect differences in individual company portfolios. The plan is to take some well-known stock market average, such as the Dow-Jones averages, and average them over the last few years. The difference between the index so obtained and the average prevailing at the time selected as current will be used as the basis for the special reserve, though if the difference is very great it is expected that only a percentage of the difference will be required as a fluctuation reserve.

One effect will be to restrict companies in the payment of stockholder dividends due to stock appreciation. Tests as to financial position after dividend payments will not include the special reserve as a factor, as would be the case if it were included in policyholders' surplus.

Milliman Gives Views on Health Proposals

(CONTINUED FROM PAGE 10)

ministration and in any plan providing such benefits he should be included in a prominent position of administration.

Monopolistic Plans Inflexible

Another disadvantage of monopolistic state insurance funds is their inflexibility. Compensation is often based on antiquated wage history of the disabled worker and as a result he is either poorly compensated or so well paid for being disabled that he is wont to be reluctant to return to his job.

Mr. Milliman called for further development of the basis health protection of full time, well-organized public health departments for all sections of the country. He cited the need for the development of diagnostic centers, to be associated with hospitals in various communities, to supplement the private medical practitioner.

He also stressed the need for further development and experimentation with voluntary plans for prepayment of the costs of medical and hospital care such as the Blue Cross plan.

Concerning the field of cash benefits during sickness, he said that a further development of voluntary plans of protection can provide such wide-spread coverage that no state action would be appropriate.

Insurers Strike for Higher Premiums

(CONTINUED FROM PAGE 2)

mal lament about the small amount of cover under the personal property floater. They all have at their tongues' ends stories about men earning \$10, \$15 and \$20,000 with blanket P.P.F. insurance of only \$3,000.

Some company people feel that the source of the difficulty is the original approach of the insurance salesman in describing the glories of the policy and at the same time in mentioning a premium of \$50 for one year and \$100

for three years. After the assured has jotted down an estimate of values the indicated premium may very well be \$250 or \$300 and then when the prospect is taken back by the cost and reminds the agent of the \$50 figure, the latter proceeds to engage in some juggling with the figures to make the premium correspond with what he originally indicated it would be.

Company men are strongly urging agents to refrain from quoting the minimum premium at the outset, and instead to outline the virtues of the cover without reference to cost until it comes time to outline the values involved. Particularly in these days of prosperity company men say that the agent should not be timid about undertaking to get insurance to value and to quote a proper premium.

The company that has taken uniform measures to increase the P.P.F. premiums emphasizes that it is approaching the objective in this way rather than imposing a rate increase. The implication is very strong, however, that unless the desired results are attained, a rate increase is inevitable.

1948 Earliest Date for New Plan

(CONTINUED FROM PAGE 2)

line, Mr. Dineen pointed out that since the S.E.U.A. decision the states' regulation of insurance is at the discretion of Congress and that most congressmen would like to see the states continue to run the show if they can. However, there is a general national policy, expressed by Congress, that unfair price discriminations are contrary to public policy. This doctrine is embodied in the Federal Trade Commission Act and in the Robinson-Patman Act.

For Statistical Middle Ground

Saying that there must not be what Deputy Superintendent Davis termed a "statistical Frankenstein," Mr. Dineen pointed out that the insurance business is charging different people prices for insurance and that the uniform accounting program contemplates a breakdown of figures on some practical basis within reasonable limits that would "put us in a position to justify statistically the prices that are charged and the price differentials." Conceding that he was speaking in general terms, Mr. Dineen said that he was doing so deliberately because it would be folly for him or any other commissioner to try to impose a preconceived program on the industry.

Bond on Cal. Canal Project

LOS ANGELES—Shea & Morrison-Knudson Co. submitted the lowest bid of \$1,009,129, for a seven-mile extension of the Coachella canal when the bids were opened by the U. S. Bureau of Reclamation. The canal is a branch of the all-American canal carrying water from the Colorado river, and will water 75,000 acres of land in the Coachella valley, principal date-growing center of California. Hartford Accident and Fidelity & Deposit will execute the bond.

IT'S A GOOD MORNING IN

ST. LOUIS

AFTER A COMFORTABLE NIGHT AT

HOTEL LENNOX

WASHINGTON AT NINTH

A DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS

DIST. OF COLUMBIA

1921 — 25TH ANNIVERSARY — 1946

NICHOLS COMPANY

INSURANCE ADJUSTMENTS
REPRESENTING COMPANIES ONLY
ALL LINES — 24 HOUR SERVICE
WASHINGTON, D. C.
Richmond, Va. Baltimore, Md.
Winchester, Va. Hagerstown, Md.

FLORIDA

S. W. CARSON, Insurance Adjuster
All Lines
Serving Central Florida from Two Offices
26 Wall Street 136 Ivy Lane
Orlando Daytona Beach
Phone 2-3346 Phone 2882
16 Years Experience

ILLINOIS

Phone Harrison 3234

THOMAS T. NORTH, INC.

ADJUSTMENT COMPANY
Adjusters All Lines
175 W. Jackson Boulevard, Chicago 4

Lynch Adjustment Co.

Insurance Adjusters — All Lines
Home Office
Springfield, Illinois
Branch Offices
Decatur, Ill. — Champaign, Ill.
East St. Louis, Ill. — Marion, Ill. — Centralia, Ill.

INDIANA

CENTRAL ADJUSTING CO.
Consolidated Bldg. Indianapolis, Ind.
BRANCH OFFICES
EVANSVILLE 414 Old Nat'l Bank
FORT WAYNE 467 Lloyd Bldg.
MUNCIE 905 Lincoln Tower
TERRE HAUTE 504 Western Reserve
RICHMOND 210 Medical Arts Building

Eugene McIntyre Adjustment Co., Inc.
All Lines of Automobile, Casualty and Inland Marine
Eight East Market Street
INDIANAPOLIS
Branch Offices:
Muncie, Indiana, Terre Haute, Indiana

MICHIGAN

WAGNER AND GLIDDEN, INC.
TOPLIS AND HARDING, INC.
INSURANCE ADJUSTMENTS
ALL LINES

Chicago Los Angeles New York Detroit

A. H. DINNING COMPANY ADJUSTERS

FIRE - MARINE - JEWELRY - FURS
AUTOMOBILE
F. M. CLEMENTS, Manager
1341 Free Press Building, Detroit, Mich.

MINNESOTA

MAIN & BAKER, INC.
GENERAL ADJUSTERS for the COMPANIES
816 Second Ave. S.
Minneapolis, Minnesota
Telephone MAIN 3448
Branch offices: St. Paul, Duluth, Minn.; Grand Forks, N. D.; Aberdeen, Sioux Falls, S. D.

NEBRASKA

CROCKER CLAIMS SERVICE
INSURANCE ADJUSTERS
City National Bank Building
Phone Jackson 6394
Omaha, Nebraska
BRANCHES AT
Lincoln, Neb. Des Moines, Iowa
Grand Island, Neb. Sioux City, Iowa
North Platte, Neb. Cedar Rapids, Iowa
Scottsbluff, Neb. Cheyenne, Wyoming
Denver, Colorado

R. T. GUSTAFSON COMPANY
Insurance Adjusters — Serving Nebraska and Iowa
CASUALTY—ALL CLASSES: Auto, Liability, Compensation, Burglary, H.A., P. G., Bonds, etc.
AUTO FIRE, Theft, Property Damage, Collision, etc.
OMAHA, NEBRASKA
240 Koolins Bldg. Office: Webster 2851
17 and Harvey Sts. Res. Kenwood 7411
29 years experience investigations and adjusting.

OKLAHOMA

WOODWARD CLAIM SERVICE
Insurance Adjusters
463 Trademans Bank Building
Oklahoma City, Oklahoma
Investigation — Adjustment — Subrogation
Phone All Insurance Lines Night
Day 3-6427 4-5782 5-9682

SOUTH DAKOTA

Central-West Adjustment Co.
General Adjusters — All Lines
serving
Western South Dakota
Address
Box 226 Phone 1852W
Rapid City, South Dakota

Listings in this
Adjusters' Directory
bring results

assured has values the very well be in the pro- cost and \$50 figure. ge in some o make the what he be.

ngly urging ng the mini- et, and in- of the cover til it comes es involved of prosperity gent should king to get o quote a

ken uniform P.P.F. pre- is approach- rather than The implica- er, that un- attained, a

Plan

(PAGE 2)

ut that since ates' regula- discretion of congressmen continue to However, policy, ex- unfair price y to public ooded in the Act and in

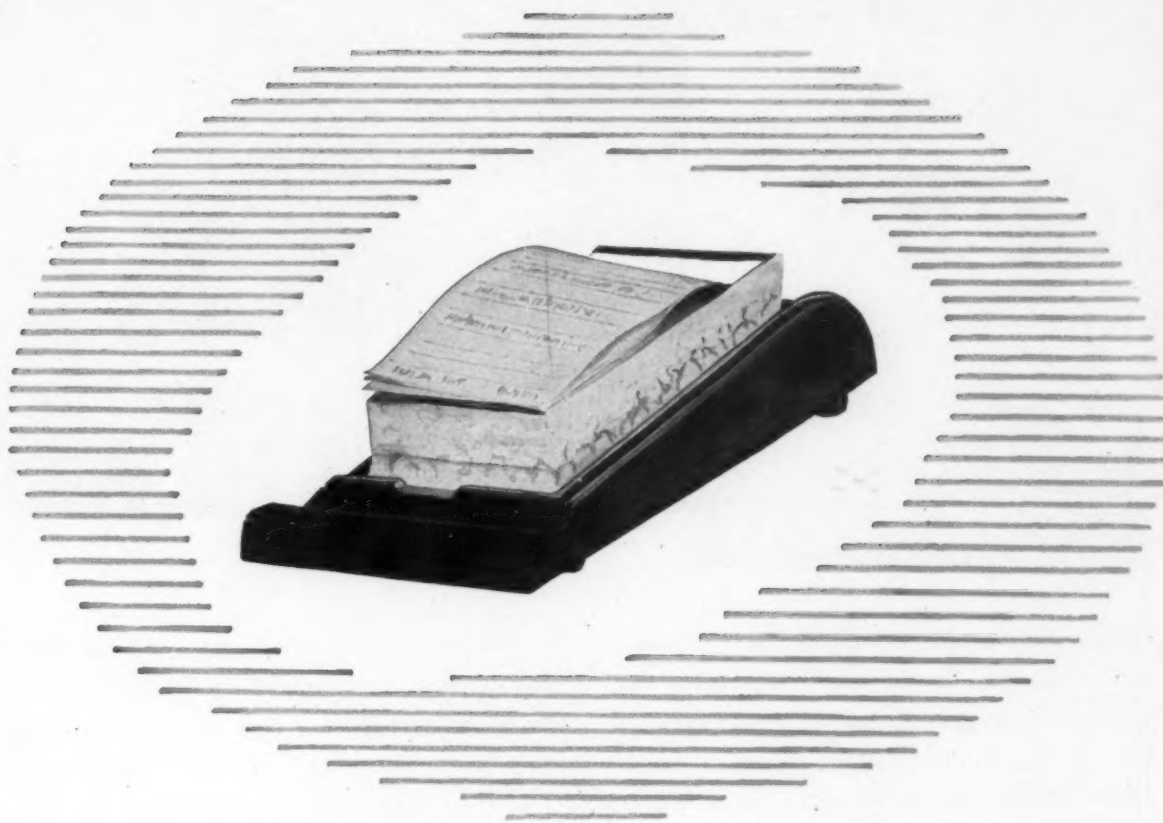
nd

not be what is termed a Mr. Dineen insurance busi- people prices uniform ac- tes a break- actical basis would "put ify statisti- charged and Conceding neral terms, as doing so uld be folly missioner to program on

ject

& Morrison- lowest bid. ile extension en the bids . Bureau of a branch of rrying water d will water e Coachella ng center of ident and execute the

GOOD ING IN LOUIS A COM- LE NIGHT AT FOX NTH



The Million Dollar Calendar

THE DAY may be coming when we will be able to buy calendars that will tell us what will happen to us on each day of the year. The man who invents that calendar should make at least a million dollars from his invention, for it would be worth a great deal of money to anyone to know that on a certain day he would be the victim of an accident. Think of the preparations we would be able to make for the event, both physically and financially. We would all do without a number of things if we knew

that in the future on a certain day an accident was going to cost us a certain amount of money. And accidents can be expensive.

Maybe the day of the invention of that calendar is coming—maybe! Until it does arrive however, wise men will continue to protect themselves and their families against the unforeseen expense of accidents with insurance. Until that calendar is invented and your clients can afford one, you can make certain that they have complete Accident insurance protection.

THE TRAVELERS INSURANCE COMPANY

HARTFORD : CONNECTICUT

★ ★ ★ PERSONAL ACCIDENT INSURANCE FOR ALL MEMBERS OF THE FAMILY ★ ★ ★

THEY WATCHED THEIR CITY BURN...

to Rise Again!



Surveying the ashes of San Francisco 40 years ago, 150,000 policyholders counted up the losses of the biggest fire in American history. Nearly 350 million dollars had gone up in smoke. Their own losses were calculated at 235 millions. Yet they didn't lose . . .

For even then, stock fire insurance companies were busy building a reputation for protection that covered large and small alike—from the company covering hundreds of properties to the smallest holder of an insured risk.

Insurance money laid the foundation for the rebuilding of the new city that rose from the ashes. But, more important, the value of protection had been learned. For despite precautionary measures and the evolution of fire-fighting science, fires *will* start.

The answer to *full* protection still lies with the fire insurance company—working to promote precautionary action . . . contributing to the development of new fire-fighting methods, and—when the last ounce of preventive effort has been spent—ready to pay the bill, in full, when the damage is done.

The Home, through its agents and brokers, is America's leading insurance protector of American Homes and the Homes of American Industry.

☆ THE HOME ☆
Insurance Company
NEW YORK

FIRE • AUTOMOBILE • MARINE



